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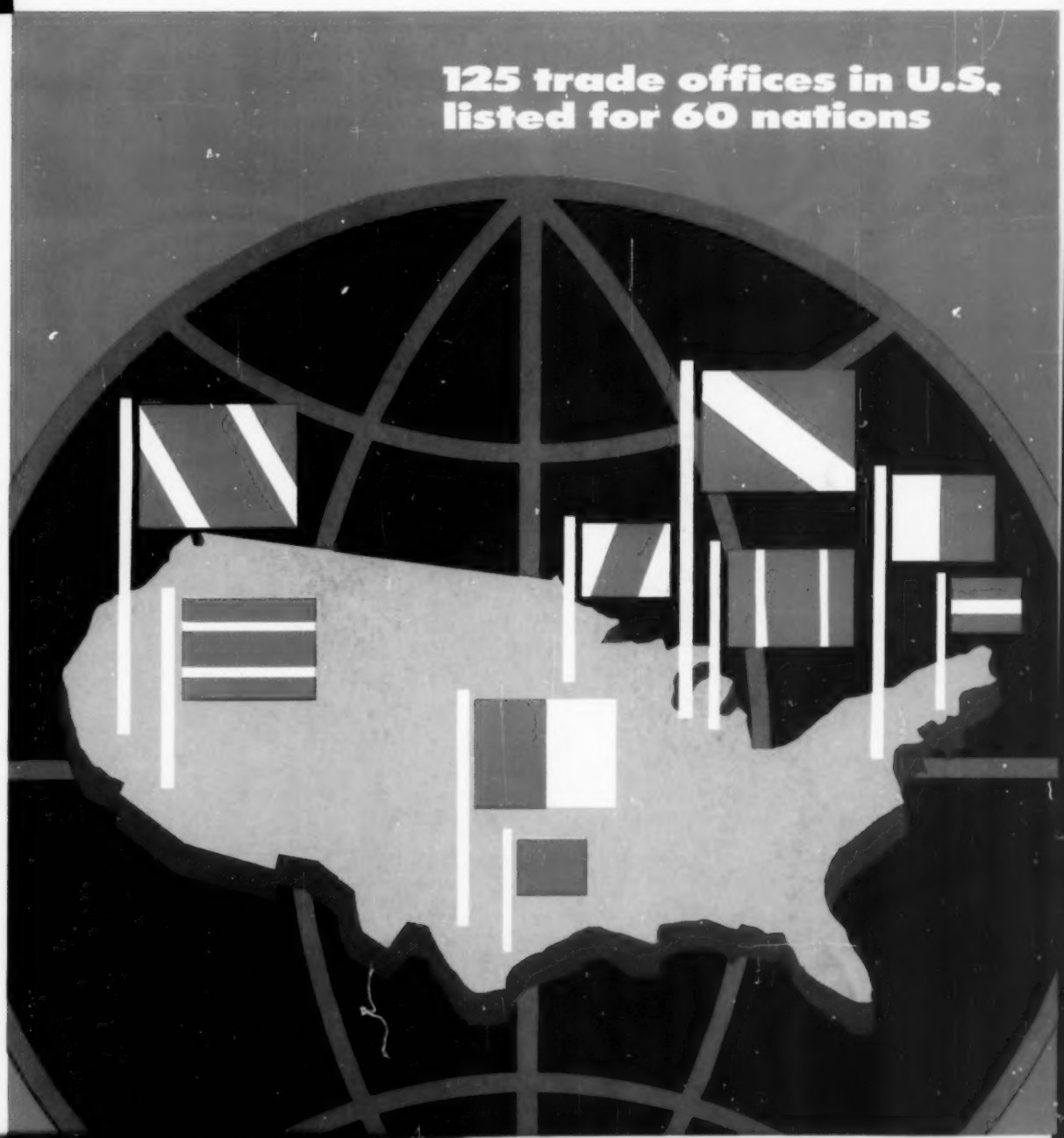
International Commerce



XUM

International Trade Winds Newsletter

Company News

COMMUNICATIONS EQUIPMENT—General Telephone & Electronics International Inc., New York, acquired 50% of Investigaciones Electronicas S.A. in Madrid, manufacturer of radar, sonar, telemetering equipment, carrier systems and high frequency receivers. GT&E will add transmission, multiplex and microwave equipment to the Spanish company's product line.

MARINE EQUIPMENT—Ellicott Machine Corp. of Baltimore delivered the first fully motorized dredge in Singapore to Tiong Seng Contractors (Pte.) Ltd. for use in dredging a lake of more than 100 acres. Tiong, a large earthmoving contractor, will employ the dredge in the expansion project of the Jurong Industrial Estate in Singapore.

CONSTRUCTION—A joint venture between Fluor Australia Pty. Ltd. and Brown & Root has been awarded a multimillion-dollar contract for the engineering and construction of the Cardinia Creek Dam project located southeast of Melbourne. Fluor Australia, subsidiary of Fluor Utah Engineers and Constructors, Inc., is the sponsor and has 60% of the joint venture. Works included in the project are an earth-and-rock fill dam, four saddle dams and one diversion dam.

PLASTICS—R & G Sloane Manufacturing Co., Inc., of Alexandria, Va. and Asbestos de Mexico, S.A. have entered into a joint venture to produce and market plastic fittings for residential, industrial and agricultural applications. Sloane, a subsidiary of The Susquehanna Corp., will own 40% of the venture and will provide technical assistance, trademark licenses and supply molds for the fittings. A production and distribution plant will be located at Nogales, Mexico.

MANAGEMENT SERVICES—Arthur D. Little, Inc., Cambridge, Mass., has formed an International Operating Group to consolidate the planning, management, conduct and support of its work abroad for clients. Management and technical services for international projects by industry and government accounted for almost 20% of Little's services in 1969. The full range of Little's resources in research and engineering are made available to clients abroad through the new group.

An export seminar that buses its participants right to the action is occurring this week in Nashville. Sessions will be held in the offices and plants of Alladin Industries, Genesco Trans-Gen Division, American Type Founders, and Washington Manufacturing Co., where experienced exporters will show how they handle market analysis, billing, credit problems, contacts with overseas reps, and packing and shipping. The Middle Tennessee Exporters' Roundtable and the area's Regional Export Expansion Council are behind it.

Catalogs of U.S. firms offering safety equipment were part of Thailand's first professional symposium in the safety field, held recently in Bangkok under the sponorship of Chulalongkorn University. The 600 persons who attended included engineers and engineering students, businessmen, professors and government and military officials. The U.S. Embassy's Commercial Section and the Bangkok U.S. Trade Center arranged the catalog exhibition.

Today's typical company executive overseeing international operations has a growing opportunity to reach the top spot in his firm. So reports the consulting firm of Heidrick and Struggles after a survey of 800 U.S. industrial corporations. Here's the international executive, profiled: 45-54 years old; engineering or economics degree; speaks at least one foreign language; 15-19 years with company, about 6 in current job; a company officer but not on board; $30-50,000 salary, with 10-49% in bonus.

This planet's ecology is unimpressed by political boundaries. Bank of America president A. W. Clausen said that to Japanese and American businessmen in Tokyo recently. He meant that the problems of pollution will inevitably drive governments to closer cooperation, and that businessmen will also have to make a multinational response to them.

A credibility gap is being created by U.S. companies' lack of interest in worldwide industrial standards, according to Commerce's Deputy Assistant Secretary Richard O. Simpson: "Some have suggested that the lack of interest in the international standards process stems not from indifference, but from design . . . Will industry support a standards effort which opens up foreign markets, but which also opens the domestic market to foreign manufacturers? The performance of American industry is subject to speculation."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

The Bureau of International Commerce's Office of International Investment this week is updating its list of trade and investment offices in the United States maintained by 60 foreign nations. These offices offer information on natural resources, economic data and marketing approaches, make suggestions on current incentives and controls, and some can identify specific investment partners and arrange business visits. The list begins on page 4.

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Number 32

International Commerce

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Commerce Department reorganizes domestic, foreign business unit

Consolidation of DIB area into two major bureaus announced; post of National Export Expansion Coordinator reactivated

Commerce Department's Domestic and International Business area has been reorganized from four to two major bureaus in a move that, according to Secretary Maurice H. Stans, will make it "a tighter organization better equipped to serve business at home and abroad."

As part of the reorganization, the post of National Export Expansion Coordinator has been reactivated.

The two bureaus, the Bureau of Domestic Commerce (BDC), and the Bureau of International Commerce (BIC), will be headed by Deputy Assistant Secretaries reporting to Robert McLellan, Assistant Secretary for Domestic and International Business.

The Bureau of Domestic Commerce, incorporating the former Business and Defense Services Administration (BDSA) and the Office of Field Services, which includes the 42 field offices of the Department of Commerce, will be directed by William D. Lee, former Administrator of BDSA, who has also been named as Deputy Assistant Secretary of Commerce.

The Bureau of International Commerce has been strengthened by incorporation of the former Office of Foreign Commercial Services, which provides liaison with Commercial officers in U.S. Embassies and Consulates overseas, and will continue to be directed by Harold B. Scott as Deputy Assistant Secretary of Commerce.

Scott was also named National Export Expansion Coordinator, with responsibility for carrying out the Department's work of coordinating policies and activities in the Executive Branch of the Federal Government that involve international trade and investment.

Scott's role as National Export Expansion Coordinator will be closely related to the work of the Cabinet Committee on Export Expansion which is chaired by Secretary Stans and includes the Secretaries of Treasury, Defense, and Agriculture, the President of Eximbank and the Administrators of the Agency for International Development and Small Business Administration.

Lee, as Director of the Bureau of Domestic Commerce, will be directly responsible for providing a working forum for all of business and the Federal Government in dealing with the major economic issues affecting business. His bureau will be particularly concerned with the role of industry in material resources, international short supply, environmental matters affecting business, national growth patterns, production mobilization systems, industry-consumer and industry-government relations, industry-wide data banks, and domestic business services.

Stanley Nehmer will continue as Deputy Assistant Secretary for Resources, with major responsibilities in trade negotiations. Lawrence Fox will continue as Deputy Assistant Secretary for International Economic Policy.

In announcing the reorganization Secretary Stans stated, "These changes will give us a tighter organization with more direct lines of communication. It is our response to the increasingly complex needs and concerns of American business both at home and abroad. In view of the increasing intensity of international competition, there is great need today for closer business/government cooperation."

President asks trade actions

President Nixon has given U.S. foreign trade a place among the priority items in his message this month calling for increased cooperation from the Congress.

He said, in this connection: "In a message to the Congress of Nov. 18, 1969, I proposed the Trade Act of 1969 which would significantly strengthen the trade agreements program of the United States, recognizing that ultimately it is rising world trade and production that must form the base for the prosperity of developing nations. At the same time, the bill would establish a viable program of tariff adjustments for industries and adjustment assistance for firms and workers affected by imports. It would also promote the reduction or elimination of non-tariff barriers to trade, by eliminating the American Selling Price System. While this legislation awaits enactment, I again express my concern about the growing tone of protectionism in the arguments being made in the Congress.

"The Merchant Marine Act Amendments provide for a long-range merchant marine building program of 300 ships in the next ten years, with a lessening of dependence on operating-differential subsidy for liner carriers, and the buildup of the bulk commercial carrier fleet for the foreign commerce of the United States. This is a trade expansion measure of fundamental importance. The bill has passed the House of Representatives, but has not as yet passed the Senate."

Department establishes new technical information service

Establishment of the National Technical Information Service (NTIS), to simplify and increase public access to federal publications and data files of interest to the business, scientific, and technical communities has been announced by the Commerce Department.

"By this action," Commerce Secretary Maurice H. Stans explained, "the Clearinghouse for Scientific and Technical Information in the National Bureau of Standards has been transferred to the NTIS, and its functions merged with a broader mission for NTIS."

Secretary Stans stated that "we are moving toward ever more comprehensive and useful statistical data and information systems as essential underpinnings for analyses which support both public and private decision-making. Modern communications and computer technology provide new capabilities to handle the large stores of federal information. NTIS provides the opportunity to coordinate the necessary resources and take advantage of the new technologies to provide effective and rapid access to this information."

Named to export council

Secretary of Commerce Maurice H. Stans has named two business leaders to the National Export Expansion Council: William E. Cooper, president of the Dallas Market Center Co., and William C. Killgallon, president and director of the Ohio Art Co., Bryan, Ohio.

AT U.S. EMBASSY IN PARIS the Long Island mission director William J. Casey (r.) is greeted by Commercial Officer Richard Kirby. Mission also used U.S. embassy and consulate offices at The Hague and Milan.

Long Island group's European tour a market eye-opener, leader says

Region's first trade mission aims to interest manufacturers in business development abroad; follow-up action encouraged

Acknowledging that Long Island businessmen generally are not aware of opportunities in world markets, the director of a recent trade mission from the area reports enthusiastically about his group's projections: The ten members are predicting important sales as a result of their European business tour and they have unanimously recommended that the mission be repeated.

"Their eyes were opened by the intense interest in high-technology products from America which they encountered in Europe," says William J. Casey—of Hall, Casey, Dickler & Howley, Garden City—who led the region's first trade mission. Casey is President of the Long Island Association of Commerce and Industry, headquartered at Jericho, N.Y. The association's international forum, the World Trade Club of Long Island, sponsored the mission, with the cooperation of the U.S. Department of Commerce.

Observing that until rather recently Long Island's major industry was "home building," Casey points out that gradually in the post-war years the Island—nourished by its aircraft and space contractors, its proximity to New York City, and an educated and skilled labor force—sprouted a large number of small high-technology manufacturers, focusing primarily on the American market. The mission's aim was to dramatize the magnitude of export opportunities to hundreds of these small and medium-sized companies.

The range of products represented on the mission or through business proposals of nonparticipating firms included a variety of electronic, processing and testing, and special industrial equipment and supplies; drugs; power systems; metals; tractor parts; store display supplies, and business systems. The members' interests covered not only direct sales, but agencies or distributorships, joint ventures, and licensing agreements.

The role of the mission members can be a very important one for the development of the Long Island business community, Casey says. In two weeks, the participants talked with more than 200 European businessmen in The Hague, Paris, and Milan. The U.S. Foreign Service posts in the cities visited, he points out, "demonstrated a broad command of commercial information together with excellent judgment in the selection of contacts which were relevant to the interest of the members of our mission. This is a rich resource which should be made known to other Long Island manufacturers who could make use of it on other missions or on individual trips to Europe." The association, working with the Department of Commerce representative on Long Island, will encourage manufacturers to follow up the work of the trade mission.

Follow-up talks work in reverse, too, the mission director emphasizes. His association is planning to explore the possibility of establishing a briefing center for European businessmen who come to America. He points to the advantages the region offers: "There is no place within the U.S. market where a European company can have an American headquarters, a distribution point or an assembly center closer to its European center of operations."

The Long Island location, amidst the Northeast megalopolis, was discussed—by Michael Petro, Deputy Commissioner of Commerce in Nassau County and Fred Merrell, Executive Director of the Long Island Association—with a dozen or more European firms interested in finding out the best way to operate within the American market. In recent months, Casey reports, "Michelin, the French tire company, and Lufthansa, the German airline, have established Long Island headquarters."

AT BRIEFING SESSION before departure, the mission heard Arthur C. Rutzen, Director of Commerce's New York Field Office. Others at speaker's table are (from left) Gilbert Lochrie of Eximbank, and Commerce Department international trade officials Robert Wilbourn, Paul Norloff and Edward Wason.

XUM

Nations have U.S. offices

Sixty countries maintain 125 investment sites in U.S. offering information, assistance

American companies contemplating investment and licensing abroad can obtain assistance from investment offices established by foreign nations in the United States. The purpose of these offices is to promote and facilitate investment by providing potential U.S. investors with a wide range of services.

Most of the offices listed in this article have indicated their readiness to offer the following services: up-to-date information on physical resources such as water, power, communications and raw materials, pertinent economic data on tax and wage rates, tariffs, industrial production, labor and marketing information, suggestions on sources of financing and details of current incentives and regulations relative to foreign investment. In addition, some offices can identify local participants and assist company officials planning visits to their countries with introductions to appropriate government and industry officials.

Although the following list is not intended to indicate the degree of interest in encouraging U.S. investment on the part of individual foreign countries, it does include all of the embassies, consulates and specialized offices that have specifically asked for such listing.

For various reasons, some foreign nations are unable to support investment offices in the U.S. However, embassies and consular offices are frequently in a position to supply advice and guidance. It is suggested that U.S. firms seeking investment data from a country not represented on this list direct inquiries to the country's Embassy in Washington.

In compiling this list, the Bureau of International Commerce's Office of International Investment has made no attempt to separate countries into the A, B and C investment categories defined by the Office of Foreign Direct Investments, which administers the Department's investment restraint program. Regulations governing direct investment in specific countries are published by the Office of Foreign Direct Investments in the *Federal Register* and usually this magazine.

Commerce does not assume responsibility for the accuracy or completeness of this list and would appreciate information on omissions or changes. Countries establishing new investment offices should notify the Office of International Investment, BIC-878, Department of Commerce, Washington, D.C. 20230 to ensure participation in future lists.

ALGERIA—Commercial Attache, Embassy of Algeria, 2118 Kalorama Rd., NW., Washington, D.C. 20008 (202-234-7246).

ARGENTINA—Embassy of the Argentine Republic, Attn: Financial Representative, 1600 New Hampshire Ave., NW., Washington, D.C. 20009 (202-332-7100).

AUSTRALIA—Australian Trade Commission, Australian Consulate-General, 636 Fifth Ave., New York, N.Y. 10020 (212-245-4000).
Australian Trade Commission, Australian Consulate-General, 3600 Wilshire Blvd., 22nd Fl., Los Angeles, Calif. 90005 (213-386-8340).
Australian Trade Commission, Australian Consulate-General, 1 Post St., Crocker Plaza, San Francisco, Calif. 94108 (415-362-6160).
New South Wales Government Center, 680 Fifth Ave., Suite 1301, New York, N.Y. 10019 (212-582-0336).
Sydney Morrell & Co. (Victoria), 152 East 78th St., New York, N.Y. 10021 (212-249-7255).
Minister (Commercial), Australian Embassy, 1601 Mass. Ave., NW., Washington, D.C. 20036 (202-797-3000).

BARBADOS—The Barbados Industrial Development Corp., 801 Second Ave., 2nd Fl., New York, N.Y. 10017 (212-686-5943).

BELGIUM—Belgian Consulate General, Industrial Section, 50 Rockefeller Plaza, New York, N.Y. 10020 (212-586-5110).

BOLIVIA—Commercial Counselor, Embassy of Bolivia, 1145 19th St., NW., Washington, D.C. 20036 (202-223-9610).

BRAZIL—Commercial Section, Embassy of Brazil, 3007 Whitehaven St., NW., Washington, D.C. 20008 (202-265-9880).
Brazilian Government Trade Bureau, 551 Fifth Ave., New York, N.Y. 10017 (212-682-1055).
Brazilian Consulate General, Flood Building, Suite 748, 870 Market St., San Francisco, Calif. 94102 (415-362-6274).
Brazilian Consulate General, 1306 International Trade Mart, New Orleans, La. 70130 (504-525-9874).
Brazilian Consulate, Trade Promotion Department, 6253 Hollywood Blvd., Suite 208, Los Angeles, Calif. 90028 (213-466-6477).

CANADA—Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Ave., NW., Washington, D.C. 20036 (202-332-1011).
Deputy Consul General (Commercial), Canadian Consulate General, 680 Fifth Ave., New York, N.Y. 10019 (212-586-2400).
Consul & Senior Trade Commissioner, Canadian Consulate General, 500 Boylston St., Boston, Mass. 02116 (617-262-3760).
Consul & Trade Commissioner, Canadian Consulate, 1400 Main Place, 396 Main St., Buffalo, N.Y. 14202 (716-852-1247).
Consul & Senior Trade Commissioner, Canadian Consulate General, 310 S. Michigan Ave., Suite 2000, Chicago, Ill. 60604 (312-427-1031).
Consul & Trade Commissioner, Canadian Consulate, Illuminating Bldg., 55 Public Sq., Cleveland, Ohio 44113 (216-861-1660).
Consul & Trade Commissioner, Canadian Consulate, 2100 Adolphus Tower, 1412 Main St., Dallas, Tex. 75202 (214-742-8031).
Consul & Trade Commissioner, Canadian Consulate, 1920 First Federal Bldg., 1001 Woodward Ave., Detroit, Mich. 48226 (313-965-2811).
Consul & Trade Commissioner, Canadian Consulate General, 510 W. Sixth St., Los Angeles, Calif. 90014 (213-627-9511).
Consul & Trade Commissioner, Canadian Consulate, 15 S. Fifth St., Minneapolis, Minn. 55402 (612-336-4641).
Consul & Trade Commissioner, Commercial Division, Canadian Consulate General, 2110 International Trade Mart, 2 Canal St., New Orleans, La. 70130 (504-525-2136).
Consul & Trade Commissioner, Canadian Consulate, 3 Penn Center Plaza, Suite 300, Philadelphia, Pa. 19102 (215-563-5838).
Consul & Trade Commissioner, Commercial Division, Canadian Consulate General, 1 Maritime Plaza, Golden Gateway Center, San Francisco, Calif. 94111 (415-981-2670).
Consul General & Trade Commissioner, Canadian Consulate General, 412 Plaza 600, Sixth & Stewart, Seattle, Wash. 98101 (206-682-3515).
Quebec Government House, 17 W. 50th St., New York, N.Y. 10020 (212-581-0770).
Quebec Government House, 111 Jackson Blvd. West, Chicago, Ill. 60604 (312-427-7195).
Quebec Government House, Park Square Bldg., Room 409, Boston, Mass. 02116 (617-426-2660).
Quebec Government House, 1714 Adolphus Tower Bldg., 1412 Main St., Dallas, Tex. 75202 (214-742-6095).
Quebec Government House, 510 W. Sixth St., Los Angeles, Calif. 90014 (213-680-9156).
Senior Trade & Industrial Counsellor, Government of Ontario, 11 E. Adams St., Suite 705, Chicago, Ill. 60603 (312-922-2170).
Senior Trade & Industrial Counsellor, Government of Ontario, 680 Fifth Ave., Suite 1302, New York, N.Y. 10019 (212-247-2744).
Government of the Province of Alberta, 550 S. Grand Ave., Los Angeles, Calif. 90017 (213-624-6371).

British Columbia House, 559 Market St. San Francisco, Calif. 94105 (415-981-4780).

CEYLON—Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008 (202-483-4025).

CHILE—Corporacion de Fomento de la Produccion (CORFO), 80 Pine St., New York, N.Y. 10005 (212-344-9800).

CHINA, REPUBLIC OF (TAIWAN)—Chinese Investment & Trade Office, 515 Madison Ave., New York, N.Y. 10022 (212-752-2340).

COLOMBIA—The Colombia Center, 140 E. 57th St., New York, N.Y. 10022 (212-421-8270).

COSTA RICA—Office of Economic Development, Embassy of Costa Rica, 2112 S. St., NW., Washington, D.C. 20008 (202-234-2945).

ECUADOR—Embassy of Ecuador, 2535 15th St., NW., Washington, D.C. 20009 (202-234-7200).

EL SALVADOR—Officer in Charge of Investment Opportunities, Minister Counselor of Embassy for Economic & Financial Affairs, Embassy of El Salvador, 2308 California St., NW., Washington, D.C. 20008 (202-265-3480).

FINLAND—Embassy of Finland, Commercial/Economic Section, 1900 24th St., NW., Washington, D.C. 20008 (202-462-0556).
Consulate General of Finland, 200 E. 42nd St., New York, N.Y. 10017 (212-687-1766).
Consulate General of Finland, 120 Montgomery St., San Francisco, Calif. 94104 (415-981-4656).
Consulate of Finland, 3600 Wilshire Blvd., Suite 1610, Los Angeles, Calif. 90005 (213-385-1779).
Consulate of Finland, Trade Commissioner, Box 1484, Evanston, Ill. 60204 (312-491-0551).

FRANCE—French Industrial Development Agency, Rockefeller Center, 610 Fifth Ave., New York, N.Y. 10020 (212-757-9340).

GERMANY—German-American Chamber of Commerce, Attn: Manager, Market Development, 666 Fifth Ave., New York, N.Y. 10019 (212-582-7788).

GHANA—Consulate General of Ghana, Ghana Trade & Investment Office, 565 Fifth Ave., New York, N.Y. 10017 (212-986-0500).

GREECE—Hellenic Industrial Development Bank, 1290 Ave. of the Americas, New York, N.Y. 10019 (212-757-3523).

GUATEMALA—Embassy of Guatemala, 2220 R St., NW., Washington, D.C. 20008 (202-332-2865).

HAITI—Commercial Attache, Embassy of Haiti, 4400 17th St., NW., Washington, D.C. 20011 (202-723-7000).

HONDURAS — Commercial Counselor, Embassy of Honduras, 4715 16th St., NW., Washington, D.C. 20011 (202-723-4923).

HONG KONG—Hong Kong Trade Development Council, 548 Fifth Ave., New York, N.Y. 10036 (212-582-6610).
Hong Kong Trade Development Council, 606 Hill St., Suite 401/402, Los Angeles, Calif. 90014 (213-622-3194).
Hong Kong Trade Development Council, 333 N. Michigan Ave., Suite 1821, Chicago, Ill. 60601 (312-726-4514).

ICELAND—Embassy of Iceland, 2022 Connecticut Ave., N.W., Washington, D.C. 20008 (202-265-6653).

INDIA—Indian Investment Center, 708 Third Ave., New York, N.Y. 10017 (212-867-3390).

INDONESIA—Indonesian Consulate General, 5 E. 68th St., New York, N.Y. 10021 (212-879-0600).
Embassy of the Republic of Indonesia, Economic Division, 2020 Massachusetts Ave., NW., Washington, D.C. 20036 (202-293-1745).

IRAN—Iranian Economic Mission, 5530 Wisconsin Ave., Washington, D.C. 20015 (301-654-7930).

IRELAND—Industrial Development Authority of Ireland, 405 Park Ave., New York, N.Y. 10022 (212-421-3797).
Industrial Development Authority of Ireland, 1 E. Wacker Dr., Chicago, Ill. 60601 (312-644-7474).
Industrial Development Authority of Ireland, 44 Montgomery St., San Francisco, Calif. 94104 (415-434-4758).

ISRAEL—Government of Israel Investment & Export Authority, 805 Third Ave., Suite 604, New York, N.Y. 10022 (212-752-5600).
Government of Israel Investment & Export Authority, 659 S. Highland Ave., Los Angeles, Calif. 90036 (213-938-3691).
Government of Israel Investment & Export Authority, 111 E. Wacker Dr., Suite 1308, Chicago, Ill. 60601 (312-644-4140).
Government of Israel Investment & Export Authority, 805 Peachtree St., NE., Atlanta, Ga. 30308 (404-875-7851).

ITALY—Office of Commercial Minister, Embassy of Italy, 2600 Virginia Ave., NW., Washington, D.C. 20037 (202-337-3700).

IVORY COAST—Embassy of the Republic of Ivory Coast, 2424 Massachusetts Ave., NW., Washington, D.C. 20008 (202-483-2400).
Ivory Coast Development Office, 521 Fifth Ave., New York, N.Y. 10017 (212-869-1700).

JAMAICA—Jamaica Industrial Development Corp., 200 Park Ave., New York, N.Y. 10017 (212-697-1188).

JAPAN—Japan Trade Center, 393 Fifth Ave., New York, N.Y. 10016 (212-532-7191).

KOREA—Korea Trade Promotion Center (KOTRA), Suite 4601, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001 (212-594-9464).
Korea Trade Center, Occidental Center, 1149 S. Hill St., Los Angeles, Calif. 90015 (213-748-5331).
Korea Trade Center, 333 N. Michigan Ave., Chicago, Ill. 60601 (312-372-2760).
Korea Trade Center, Room 250-C, World Trade Center, Ferry Bldg., San Francisco, Calif. 94111 (415-391-2637).
Korea Trade Center, 1142 One Main Pl., Dallas, Tex. 75220 (214-748-9341).

LIBERIA—Embassy of Liberia, 5201 16th St., NW., Washington, D.C. 20011 (202-723-0437).

LUXEMBOURG—Consulate General of Luxembourg, 200 E. 42nd St., New York, N.Y. 10017 (212-687-3166).

MALAYSIA—Counsellor (Commercial), Embassy of Malaysia, Trade Office, 845

INDONESIA MAINTAINS INVESTMENT OFFICES in New York and Washington. Seven American firms with interests in Indonesian timber concessions sponsored a recent mission of five Indonesian businessmen to visit the plants' facilities. Shown below are several members of the mission with Washington officials.

XUM

CANADA'S 22 TRADE OFFICES IN THE U.S. are backed by visiting official delegations and appearances by Canadian spokesmen at U.S. trade conferences. Above, Nova Scotia officials add flavor to a meeting with Vincent J. Bruno, director, World Trade Department of the Commerce & Industry Assn. of New York.

Third Ave., 16th Floor, New York, N.Y. 10022 (212-355-5028).

MEXICO—Commercial Attache, Embassy of Mexico, 120 Wall St., New York, N.Y. 10005 (212-943-7879).

MOROCCO—Commercial Counselor, Economic Section, Embassy of Morocco, 1601 21st St., NW., Washington, D.C. 20009 (202-462-7979).

NETHERLANDS — Industrial Commissioner for The Netherlands in the U.S., 1 Rockefeller Plaza, 4th Floor, New York, N.Y. 10020 (212-246-1429).

NETHERLANDS ANTILLES — Netherlands Antilles Economic Mission, 866 United Nations Plaza, New York, N.Y. 10017 (212-421-3360).

NEW ZEALAND—Office of the Minister (Commercial), New Zealand Embassy, 1145 19th St., NW., Washington, D.C. 20036 (202-338-8820).
New Zealand Government Trade Commissioner, 630 Fifth Ave., New York, N.Y. 10021 (212-586-0060).
New Zealand Government Trade Commissioner, 153 Kearny St., San Francisco, Calif. 94108 (415-982-6780).
New Zealand Government Trade Commissioner, 510 W. Sixth St., Los Angeles, Calif. 90014 (213-624-1491).

NICARAGUA—Minister Counselor for Economic Affairs, Embassy of Nicaragua, 1627 New Hampshire Ave., NW., Washington, D.C. 20009 (202-332-1643).

NIGERIA—Nigerian Commercial Officer, Consulate General of Nigeria, 575 Lexington Ave., New York, N.Y. 10022 (212-752-1670).
Officer of the Commissioner General for Economic Affairs, Embassy of Nigeria, 1333 16th St., NW., Washington, D.C. 20036 (202-234-4800).

PAKISTAN—Pakistan Investment Center, Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. 10021 (212-879-5800).

PANAMA—Commercial Counselor, Embassy of Panama, 2862 McGill Terrace, Washington, D.C. 20008 (202-387-7400).

PHILIPPINES — Commercial Attache, Embassy of Philippines, 1617 Massachusetts Ave., NW., Washington, D.C. 20036 (202-265-2043).
Office of the Commercial Attache in New York, Embassy of Philippines, 17 Battery Pl., Room 309, New York, N.Y. 10004 (212-296-0840).

PORTUGAL—Casa de Portugal, 570 Fifth Ave., New York, N.Y. 10036 (212-581-2450).

SINGAPORE — Singapore Investment Center, 745 Fifth Ave., Suite 1509, New York, N.Y. 10022 (212-421-2203).
Singapore Investment Center, 44 Montgomery St., Suite 4261, San Francisco, Calif. 94104 (415-391-0756).
Singapore Investment Center, 500 N. Michigan Ave., Chicago, Ill. 60611 (312-644-3730)

SOUTH AFRICA—Consulate General of the Republic of South Africa, 655 Madison Ave., New York, N.Y. 10021.
The Consul (Commercial), South African Consulate General, 225 Baronne St., Suite 1616, New Orleans, La. 70112 (504-522-7649).
Consulate General of the Republic of South Africa, 360 Pine St., San Francisco, Calif. 94104 (415-392-4945).

SPAIN—Commercial Office of Spain, 2558 Massachusetts Ave., NW., Washington, D.C. 20008 (202-265-8600).
Commercial Office of Spain, Chrysler Bldg., 32nd Fl., 405 Lexington Ave., New York, N.Y. 10017 (212-661-4959).
Commercial Office of Spain, 55 E. Washington St., Chicago, Ill. 60602 (312-782-7799).
Commercial Office of Spain, Flood Bldg., Suite 542, 870 Market St., San Francisco, Calif. 94102 (415-397-1853).
Commercial Office of Spain, 1840 International Trade Mart., New Orleans, La. 70130 (504-524-1401).
Spain-U.S. Chamber of Commerce of the Pacific Coast Inc., Mobil Oil Bldg., 612 S. Flower St., Suite 668, Los Angeles, Calif. 90017 (213-622-4411).

SURINAM—Consulate General of the Netherlands, 1 Rockefeller Plaza, 11th Fl., New York, N.Y. 10020 (212-246-1436).

SWEDEN—Swedish Industrial Development Corp., 63 E. 64th St., New York, N.Y. 10021 (212-628-0320).

TANZANIA—Embassy of Tanzania, 2721 Connecticut Ave., NW., Washington, D.C. 20008 (202-483-4116).

THAILAND—Office of Commercial Counselor, Royal Thai Embassy, 20 E. 82nd St., New York, N.Y. 10028 (212-628-7900).

TRINIDAD & TOBAGO—Trinidad & Tobago Industrial Development Corp., 400 Madison Ave., Suite 706, New York, N.Y. 10017 (212-755-9360).

TUNISIA—Embassy of Tunisia, 2408 Massachusetts Ave., NW., Washington, D.C. 20008 (202-234-6644).

TURKEY—Turkish Embassy, Office of the Commercial Counselor, 2523 Massachusetts Ave., NW., Washington, D.C. 20008 (202-483-6366).

UGANDA—Embassy of Uganda, 5909 16th St., NW., Washington, D.C. 20011 (202-726-7100).
Commercial Section, Permanent Mission of Uganda to the United Nations, 801 Second Ave., New York, N.Y. 10017 (212-689-3780).
The Uganda Coffee Marketing Board, 110 Wall St., New York, N.Y. 10005 (212-943-2410).

UNITED KINGDOM—British Industrial Development Office, British Consulate-General, 150 E. 58th St., New York, N.Y. 10022 (212-593-2258).

International trade sessions planned by AMA for fall

OPIC, taxation, credit, foreign currency management highlighted

Several new briefing sessions and seminars on international operations and trade have been scheduled by the American Management Association for early fall. Four will be held in New York and one in Mexico City.

The Overseas Private Investment Corporation—Impact on U.S. Business will be the subject of a two-day briefing at the Belmont Plaza Hotel, Sept. 28-29. OPIC was chartered by Congress last year to streamline and expand U.S. Government incentives to private investment in the developing countries.

Willis Armstrong, president of the U.S. Council of the International Chamber of Commerce will introduce the session. Senator Jacob Javits of New York, will deliver the keynote address. During the meetings, the business aspects of development, OPIC itself, and the interrelationship of OPIC with other overseas development institutions, will be discussed.

Taxation of International Operations: A Current View of Recent Developments will be the focus of a briefing session Oct. 5-7, at the Roosevelt Hotel. The meeting is especially designed for vice-presidents of finance, controllers, treasurers, executives in international taxes, tax directors, tax managers, and international tax counsels. Robert T. Cole, Special Assistant for International Tax Affairs, Office of the Secretary of the Treasury, will be among the speakers.

Two orientation seminars also are scheduled for October, both to be held at AMA Headquarters. The first, *Credit and Terms in International Trade*, is set for Oct. 5-7; with Bernd Karl, Chemical Bank, New York, T. M. Fitzgerald, Jr., First National Bank of Boston, and Paul Haskell, Foreign Credit Insurance Association, as guest speakers.

The second seminar, *Corporate Foreign Currency Management*, is to be held Oct. 7-9. Presentations will be made by executives experienced in handling foreign exchange situations. Among the leaders and speakers will be Scott Pardee, Federal Reserve Bank of New York.

The Annual American Management Association Inter-American Financial Conference—*A New Era for Financial Executives* will be held this year at the Hotel Maria Isabel Sheraton in Mexico City, Oct. 5-7. The Conference will be presented by the International Management Association (IMA), an affiliate of AMA, through its Mexico City Management Center.

For further information, **write:** American Management Association, AMA Building, 135 West 50th St., New York, N.Y. 10020.

Illegal shipments result in fine, loss of export rights

An electronics engineer who attempted to export $13,000 worth of strategic electronic equipment under false pretenses and without the required licenses has been denied all U.S. export privileges.

Pierre M. Stevens, a Belgian national who has resided in the United States for several years, ordered a number of strategic electronic items valued at $62,000 from two U.S. suppliers. All of these items required specific licenses. According to the Commerce Department's Bureau of International Commerce, Stevens received $13,000 worth of these items from the suppliers and delivered them to a pier in Manhattan for exportation to Antwerp. He did not obtain the required export licenses and he declared the items to be personal effects and household goods worth $750. After criminal proceedings were launched, Stevens pleaded guilty and was fined $3,000 and placed on probation for three years.

The export denial is separate from the criminal proceedings. The U.S. export regulations provide that, without authorization from the Department of Commerce, no party may trade in commodities or technical data exported or to be exported from the United States with a party he knows has been denied export privileges.

Inter-American Arbitration Conference set for Panama

The Third Inter-American Conference on Commercial Arbitration is scheduled to be held in Panama, Nov. 16-18. The conference will be under the auspices of the Inter-American Commercial Arbitration Commission.

The role of arbitration programs in stimulating national exports and the availability of the Inter-American Commercial Arbitration Commission to resolve disputes between private parties and foreign governments will be highlighted.

Information about the conference can be obtained from Charles R. Norberg, General Counsel, Inter-American Commercial Arbitration Commission, 310 Federal Bar Building, West, Room 1819, Washington, D.C. 20006, and in Latin America from Dr. Erasmo de la Guardia, Apartado Postal 4150, Panama 5, Republic of Panama.

Firms reminded of OFDI relief policy

Commerce investment unit aims to avoid adverse effect on exports

Relief may be available to direct investors who feel that their exports to affiliated companies are restricted under the Foreign Direct Investment Program administered by the Commerce Department's Office of Foreign Direct Investments (OFDI).

The objective of OFDI's relief policy is to avoid any adverse effect on U.S. exports resulting from the Foreign Direct Investment Program while insuring that such relief is not used to circumvent the purposes of the program.

In general, relief is available to direct investors in the form of additional allowables covering increases in export credit provided that 1) exports to foreign affiliates are increasing; 2) the credit extended in connection with these exports is in line with historical experience; and 3) these credits are not in the form of long-term debt, issuance of equity securities, or other transfers of capital that arise from the financing of exports on a long-term basis. Requests for relief involving even greater amounts of export credit may be granted if adequately justified by the applicant.

OFDI Director Richard P. Urfer explained that the Office has publicized its export policy in memoranda to direct investors and in speeches to industry groups. However, there is some evidence that the policy is not fully understood by the business community.

Since the inception of the mandatory program on Jan. 1, 1968, the Office has been concerned with the effect of the program on exports. From about mid-1968 it has used the case-by-case specific authorization approach as the most effective method to deal with individual export credit problems of direct investors.

Detailed information on the relief from transfer of capital charges arising from increases in export credits extended to foreign affiliates may be obtained from Dr. John R. Croxall, Director, OFDI Authorizations and Reports Division (telephone Area Code 202-343-7333). Applications for export credit relief for 1970 should be submitted by Nov. 1.

XUM

NTB's are inventoried

House Ways and Means Committee presents list of barriers in 69 nations—and U.S.

A Congressional recommendation to U.S. officials to pursue vigorously the goal of reducing non-tariff barriers (NTB's) to U.S. exports has been accompanied by an inventory of these barriers in 69 countries—along with, reciprocally, a list of those occurring in the U.S.

The House Ways and Means Committee included the inventory in a report of materials submitted by Administration witnesses at trade bill hearings this year.

The Committee, in sending its trade bill to the House last month, noted that there are special difficulties in the field of negotiating the reduction of non-tariff barriers. Most of these restrictions, in the U.S. and abroad, are embedded in domestic legislation, it was noted.

President Nixon, transmitting his trade legislation proposals to Congress earlier this year, had said he "would welcome a clear statement of Congressional intent" about non-tariff barriers in order to assist with international negotiations.

The House Committee's response favored NTB negotiations and stated that the Administration should consult with Congress as to possible changes in domestic laws that might be sought in international NTB negotiations. Subject to such consultations and subsequent enactment of implementing legislation, the Committee said, the President should continue to discuss with other countries ways to lower non-tariff barriers to U.S. exports.

Along with its inventory of non-tariff barriers, the House Committee traced U.S. official efforts to identify these NTB's. This process began, it was noted, with solicitation of U.S. companies' complaints in the pages of INTERNATIONAL COMMERCE in 1962 and 1963, followed by Commerce Department meetings and a questionnaire survey of U.S. industry in 1963, and then by public hearings in Congress and with the President's Office of Special Trade Representative in 1964, 1967, 1968, 1969 and 1970.

Bilateral representations through diplomatic channels have long been the traditional means for dealing with NTB's affecting U.S. exports. Now a major effort in this field is being made on the multilateral level. The inventory of foreign NTB's reproduced below was submitted by the U.S. to the General Agreement on Tariffs and Trade (GATT) as part of a comprehensive GATT-wide inventory on nontariff restrictions. The summarized list of U.S. practices (box on page 10) are those that other countries have called to the attention of the GATT as impediments to their trade.

The GATT Committee on Trade in Industrial Products (CTIP), established in late 1967, was given the task of developing the NTB inventory and subsequently was directed to explore possibilities for elimination or modification of the barriers. Consistent with Secretary of Commerce Maurice H. Stans' call in May 1969 for frank "open table" discussions on NTB's, the CTIP completed an initial factual examination of more than 800 notifications and is presently searching for possible solutions to the major problems identified. The work is expected to continue into the coming year, with the hope that it will result in establishing a basis for multilateral negotiations for the removal or modification of many restrictions.

Specialists in this field have learned that NTB's are extremely difficult to deal with in multilateral negotiations, for a number of reasons. For example, these restrictions generally are not covered by countries' negotiating authority as are tariffs, but are incorporated in statutes that often are not related to foreign trade and that require action by national legislatures. Some countries, therefore, regard foreign attempts to eliminate their NTB's as interference in their domestic affairs.

These specialists believe that the only realistic view of multilateral negotiations is that progress in this area will be slow and difficult. As in tariff negotiations, however, the principle of reciprocity applies. Therefore, it is regarded as essential for all countries, including the U.S., to recognize that the extent to which negotiations will result in meaningful progress in the elimination of NTB's depends largely on the ability of each country to offer reciprocal concessions.

Argentina. Quantitative restrictions (QR): Imports of automotive products, wheeled tractors from 12 to 120 hp., crawler tractors from 12 to 85 hp. embargoed. **Valuation and Taxes (V&T):** Nearly all imports except raw materials and capital goods need prior deposit of 40% c.i.f., which is held without interest for 180 days; imported tractors do not enjoy investment tax credit of up to 60% of liability given to domestic makes; tax of 1.5% on c.i.f. value of all imports (0.3% if item is duty free); 4% surcharge on ocean freight charges; consular fee of 1.5% f.o.b. value of import, payable to consulate within whose jurisdiction commercial invoices to be notarized are issued; special steel fund tax of 2-20 pesos per net kilo of iron and steel products; special tax of 4-10% of forest products' c.i.f. value; Executive can establish minimum values on which import duties are levied on various officially designated products; sales tax of 10-20% levied on c.i.f. duty-paid value of various products; excise tax on various products, which is specific on some and ad valorem on others. **Health, Sanitary and Safety Restrictions (HS&S):** Pharmaceuticals, cosmetics subject to prior registration in Argentina.

Australia: QR: Licenses required for some types of machinery, metals, vehicles, clothing. **V&T:** Sales tax levied on landed value of wide range of industrial and consumer items, as follows: household goods 2½%; general 15%, luxury 25% (tax base for imports is their duty-paid value inflated by 20%). **Other Restrictions (OR):** Screen-time quotas in New South Wales require 15% of all films shown to be British and 2% Australian; all packaged products subject to arbitrary weights and measures limitations (uniform system due in Nov.). **Government Aids (GA):** exports of many chemicals subsidized (Australia has not subscribed to GATT declaration banning such subsidies).

Austria. QR: License required for lignite, except bituminous coal; cinematographic film, exposed and developed, except for toy projectors; fish, plastic bags, detergents, shirts (not knitted), lumber, artificial sweeteners, toilet soap, batteries. Quotas restrict penicillin, thyrothrium, antibiotics and medicaments containing antibiotics; wine, except sparkling wines in bottles. **V&T:** Border taxes ranging from 6.25 to 13% on all imports. **Variable Levies (VL):** on sugar, starch, and products made of these and other agricultural raw materials, in lieu of customs duties, skimming charges—based on price differentials between threshold and gate prices and consisting of fixed protective element plus a variable levy—may be collected. Currently in force: 20% a.v. plus 549 Austrian schillings per 100 kg. on core binders used in foundry work on basis of starch and dextrine; 20% a.v. plus 525 schillings per 100 kg. on starch-ether soluble in water, and starch esters. **Government Procurement (GP):** For all products and services, article regulating government purchasing provides that "if circumstances permit, only Austrian products shall be used and Austrian firms shall be engaged." Regulations do not apply to nationalized industries. EFTA members

have equal opportunity with domestic firms under Art. 14 of Stockholm Convention. Draft law covering government procurement which eliminates discrimination against foreign firms submitted to parliament; enactment likely. **QR:** Antidumping procedures on all imports. Government establishes "guiding" or "minimum" prices for products which cause market disruptions. At present, minimum prices in force for cotton yarn, cotton fabrics, woolen fabrics, cardigans and pullovers of wool. Although imports of salt and products containing salt are liberalized, must be approved by Administration of the Austrian Salt Monopoly. State monopoly has sole right to import, produce and sell raw and processed tobacco and products. Industrially-produced raw spirits must be sold to the monopoly.

Barbados. QR: Licenses required for fish, plastic bags, detergents, some pharmaceuticals, shirts (not knitted), lumber, artificial sweeteners, toilet soap, batteries. **V&T:** Autos, initial registration tax of 20% on c.i.f. value; rum, beer, gasoline, diesel fuel, excise taxes on c.i.f. duty-paid value; clothing (not knitted), minimum c.i.f. value for Customs purposes; all imports except those in following list, surtax of 20% of c.i.f. duty-paid value; polishes, grease, hardware, implements and tools (ex. agricultural), lubricating oil, cosmetics and perfume, photographic appliances and accessories (ex. films), typewritten and parts, turpentine, wood headings and furniture, motor spirit for use in road vehicles, tobacco, snuff, beer and alcoholic beverages, motor vehicles and parts, surtax of 10% of c.i.f. duty-paid value.

Belgium-Luxembourg. QR: Anthracite and coking coal, under quota restriction, licenses required; on broad variety of products, licenses required but freely granted for U.S. goods. Changes may be forthcoming in quota system for coking coal because of short supplies. **V&T:** Transmission tax or lump-sum tax levied on all imported goods, generally 7% but may vary on certain commodities from 1% to 15% (transmission tax scheduled to be replaced by value-added tax Jan. 1. 1971); road tax based on fiscal horsepower levied on autos. **GP:** Belgium: For all products and services, foreign bids may be rejected if "for economic reasons it is essential that the contract should go to Belgian industry, subject however to the price differential not exceeding certain limits." (Price differential reported to be 10% normally.) Luxembourg: Art. 19 (12/29/56) stipulates that "in principle, products of foreign origin shall not be used if producers in Benelux Customs Union are able to supply the same quality at prices which are substantially the same." (Products of Benelux origin believed given 10% margin of preference. License to trade, which foreign bidders must have, issued only to nationals of countries having reciprocal arrangements.)

Brazil. QR: Licenses, based on proof of purchase of like amount of domestic caustic soda, required for caustic soda. Autos and motorboats priced in country-of-origin at above $3,500 incl. accessories, embargoed. Prior authorization for petroleum products required (assures full utilization of domestic production and LAFTA sources of supply before third country imports are allowed). **V&T:** All products, port improvement tax of 1% levied on c.i.f. value and merchant marine improvement tax of 10% of freight charges; wide variety of processed or manufactured goods, industrialized products tax of 4-30% on c.i.f. duty-paid value; many products, minimum valuation system. **GP:** On all goods purchased for public account, public entities must give preference to locally manufactured goods and cannot import "non-essential" goods. State trading monopoly for packaged lubricating oil, petroleum, rubber. **OR:** On motion picture films, exhibitors must show one Brazilian feature for eight non-Brazilian films.

Burma. GP: On products purchased for public account, Government purchasing agencies often issue tender notices with short bid deadlines. Government is sole importer. **V&T:** Luxury goods taxed 18.75%; standard goods, 12.5%; privileged goods, 6.25%.

Burundi. QR: Licenses required for all imports. **V&T:** Statistical tax of 3% on all imports.

Cameroon. QR: Licenses required for all imports. For licensing, all trade classified into 3 categories: Franc Zone (free of restrictions); Common Market countries (separate import quotas); all other countries (more restrictive global import quotas); licenses not ordinarily issued for commodities available from Franc Zone; exchange quotas for all imports. **V&T:** Revenue tax up to 50% on all imports; turnover tax of 10% on c.i.f. duty-paid value on all dutiable imports (discriminatory in that certain countries are exempt from customs duties); additional tax of 5-35% on many products; minimum valuation system for used clothing. **GP:** Government procurement practices on products purchased for public account. **OR:** Bilateral trade agreements on various products (such agreements generally provide licensing guarantees to specified amounts of goods).

Canada. QR: Used aircraft prohibited with some exceptions; used autos and other vehicles manufactured before calendar year in which imported, with some exceptions, prohibited. **V&T:** Arbitrary valuation and surtax on gasoline-type fuels for use in internal combustion engines other than aircraft (surtax is equal to difference between export price and an arbitrary value of 10.5 cents for regular and 12.5 cents for premium per imperial gallon). **HS&S:** Safety regulations on electrical equipment. **OR:** Canadian provinces reluctant to carry U.S. liquor brands in Government-operated monopoly stores; canned foods imports permitted only if in cans of sizes established by Canadian Gov't.

Central African Republic. QR: Licenses required and exchange quotas established for all imports (for licensing trade classified in 3 categories—see description under QR for Cameroon); quota set for used clothing; used shirts embargoed. **V&T:** Revenue tax up to 50% on all imports; turnover tax of 10% on c.i.f. duty-paid value on all dutiable imports (certain countries exempt from customs duties); additional tax of 5-15% on textiles, men's and used clothing, radios, autos, trucks, eyeglasses; arbitrary valuation on used clothing.

Ceylon. QR: Numerous manufactured articles embargoed; items on Import Schedule 1—drugs, feed additives, agricultural hand tools and implements, fertilizers, petroleum products, surgical belts and hearing aids, artificial dentures, artificial eyes and limbs, scientific glassware—licensed under quotas at official rate of exchange of 5.95 Ceylon rupees to the dollar; items on Schedule 2 (long list) licensed under quotas and imported at depreciated exchange rate; some 350 other items (Sched. 3), mostly industrial raw materials, machinery, chemicals, on open general license but also imported at depreciated exchange rate; multiple exchange rate practices affect all imports except those in Sched. 1, through a certificate scheme (Foreign Exchange Entitlement Certificates). **OR:** Drugs and pharmaceutical preparations must conform to British Pharmacopoeia, Int'l Pharmacopoeia, or the British Pharmacopoeia Code; State trading monopoly for fish, cement, textiles, newsprint, paper and paperboard, petroleum products, caustic soda, other products.

Chad. QR: Licenses required and exchange quotas established for all imports; for licensing, all trade classified into 3 categories (see description under QR for Cameroon). **V&T:** Revenue tax up to 50% on all imports; turnover tax of 10% on c.i.f. duty-paid value on all dutiable imports (certain countries exempt from customs duties); additional tax of 5-45% on selected items; arbitrary valuation on used clothing.

Chile. QR: Importers required to register (license) all imports with Central Bank through authorized commercial bank; prior deposit of 15-50% of c.i.f. value on some imports (advance deposit of varying rates required depending on essentiality of product; deposit returned after goods have cleared Customs, and may be used toward payment of customs duties; this requirement being phased out); prior deposit of 10,000% of c.i.f. value on a few imports, including office machinery and public service vehicles; embargo on luxury goods; special ad hoc quotas on numerous products for government procurement and certain preferred activities. **V&T:** Turnover tax of 8% on c.i.f. duty-paid value for variety of processed or manufactured goods; port improvement tax of 2% on c.i.f. value, and merchant marine improvement tax of 10% of freight charges on all imports.

Congo (Brazzaville). QR: Licenses required and exchange quotas established for most imports; for licensing, all trade is classified into 3 categories (see description under QR for Cameroon). **V&T:** Import revenue tax of up to 50% on all imports; turnover tax of 10% on c.i.f. duty-paid value on all dutiable imports (certain countries are exempt from customs duties); additional tax of 5-15% on selected items; arbitrary valuation on used clothing. **OR:** Office National du Commerce is sole buyer and seller of all merchandise destined for "northern regions."

Cyprus. QR: Licenses, generally granted freely, required on certain chemicals and chemical products, textiles and textile products, manufactures of base metals, wood products, and most nonelectrical machinery; other items imported without restriction from any country other than communist countries of Asia, Albania, and those with which Cyprus has bilateral agreements.

Dahomey. QR: Licenses required for all imports originating outside Franc Zone; annual global import quota established for all goods not originating in EEC or from Franc Zone; matches, alcohol, alcoholic beverages, diamonds embargoed. **V&T:** Discriminatory 3-column tariff provides for 3 categories of countries, each assigned duties at different rate.

Denmark. QR: Licenses required on oysters (except spat); ethyl alcohol or neutral spirits, undenatured, of a strength of 80° or

XUM

. . . and in the United States

The issue of non-tariff barriers cuts both ways, U.S. officials are discovering.

Foreign officials and exporters also complain about U.S. Government regulations and administrative practices which allegedly restrict trade. The most commonly mentioned of these alleged measures are listed below.

Quantitative Restrictions: Presidential authority to impose quotas or fees on imports of agricultural commodities. Such restrictions are now in effect on wheat and wheat flour, cotton, peanuts, and several dairy products.

Presidential authority to limit any imports for national security reasons, currently applied only to petroleum shipments.

Sugar quota which reserves 65% of the national market to domestic producers.

Meat Import Act's provision for automatic import controls once a certain level (not yet reached) is attained.

Restrictions on firearms imports which are allegedly more stringent than regulations on interstate shipments or mail order sales.

A tariff rate quota on brooms, whereby all imports in excess of a stipulated number are assessed at higher rates of duty.

Ban on purchase of foreign-built containers by U.S. flag vessels if vessel's operations are governed by an operating differential subsidy contract.

Provision that vessels engaged in U.S. coastal trade must be U.S.-built and U.S.-manned.

Under a provision of the Long-Term Cotton Textile Agreement, the United States controls imports of cotton textiles under separate bilateral agreements with 24 countries which account for more than 80% of U.S. cotton textile imports.

Imports of ermine, fox, kolinsky, marten, mink, muskrat and weasel furskins produced in the USSR or Mainland China are banned.

The Atomic Energy Act of 1954 prohibits uranium enrichment servicing for nuclear materials of foreign origin intended for use in a facility within or under the jurisdiction of the United States.

Valuation Practices: U.S. system of Customs valuation provides nine different methods of establishing the value of articles, the two most frequently used of which employ f.o.b. values. Other countries contend that complexity of U.S. valuation provisions is in itself a barrier to trade, and some have proposed adoption of the Brussels definition of value, which is the landed (c.i.f.) value.

The American Selling Price System, whereby imported benzenoid chemicals, some rubber footwear, clams and certain wool knit gloves have duties assessed on the value of competing U.S. products rather than the value of the imported article.

Valuation of certain products on old system of appraisement rather than the method established in the Customs Simplification Act of 1956.

Other Customs and Administrative Entry Procedures: Special Customs Invoice used to report entries valued at more than $500 requests some data which foreign suppliers consider unnecessary and burdensome.

Tariff Schedules of the United States vary from the Brussels Tariff Nomenclature, which is used by more than 100 countries, including all our major trading partners except Canada. Among other things, foreigners say that TSUS classifies items so that many parts are no longer listed with the product to which they belong.

Special Dumping duties may be imposed under Antidumping Act of 1921, which by law takes precedence over International Dumping Code, to which the United States adheres, in case of conflict.

U.S. Countervailing Duty practice provides for no injury requirement, which is called for by GATT.

Certicates of origin are required for importation of commodities into the United States when goods of Communist Chinese, North Korean or North Vietnamese origin may be involved.

U.S. practice does not fully conform to the provisions of the international convention to facilitate imports of samples. The convention limits deposits on samples to the amount of import duties plus 10%, whereas the U.S. requires a deposit of double the estimated duties. (U.S. rules are being revised to bring them into line with the convention).

Government Procurement Policy: Buy American Act of 1933 requires Federal Government to buy only domestic materials unless (a) they are not available, (b) their purchase would not be in the public interest, or (c) the cost would be unreasonable. Unreasonable is defined as more than 6% higher than the foreign bid. Another 6% is added if the material will be produced in a depressed area or by a "small business." The Defense Department currently applies a 50% differential due to balance-of-payments problems.

The Department of Defense cannot buy any article of food, clothing, cotton, wool, silk or spun silk yarn for cartridge cloth, or synthetic and coated synthetic materials which has not been produced in the United States.

Safety Standards: Regulations affecting motor vehicles, boilers and pressure vessels, steel processes, plumbing, heating, lumber, firefighting and electrical equipment, and Coast Guard inspection of safety equipment have all been subject to complaint.

The Flammable Fabrics Act authorized the Federal Trade Commission to test merchandise believed to be in violation of established requirements. (This law applies equally to both domestic and imported products).

Health Standards: Certain provisions of the Quarantine and Food and Drug Law, the Wholesome Meat Act and the Agricultural Marketing Agreement Act have been viewed as trade barriers by foreign suppliers.

Other Standards: Fair Packaging and Labeling Act of 1966 prescribes the manner in which certain consumer commodities are to be packaged and labeled. (This law also applies equally to domestic and imported products).

The name of the country of origin must be marked in a conspicuous place on all imports coming into this country. Exceptions are permitted, but in such cases the container must be marked.

Other Non-tariff Practices: Escape Clause actions allow the President to increase duties or otherwise restrict imports of items found to be injuring or threatening to injure a domestic industry.

Imports of bottled distilled spirits are assessed as though they were 100 proof, so that in effect a bottle of 86 proof Scotch is assessed for an additional 14 proof.

Legislation prevents the entry into the United States of more than 1,500 copies of any English-language book authored by a U.S. citizen. It is not applicable to books authored by nationals of countries adhering to the Universal Copyright Convention.

All subsidized ship construction must be done in U.S. shipyards, and equipment purchased must be of U.S. origin.

Corporations that conduct all of their business in the Western Hemisphere and derive 95% of their gross income from outside the United States are eligible for certain tax rebates.

Post exchanges at armed forces bases overseas may enter duty-free into host countries any goods, regardless of country of origin, and sell them tax-free to authorized customers.

The President may exclude goods imported through unfair acts, when the effect of the acts is to destroy or substantially injure an industry, prevent establishment of an industry, or restrain or monopolize trade in the United States. This authority has been invoked once, against imports of Furazolidone.

The Internal Revenue Service classifies sparkling cider as a sparkling wine. The law sets 0.277 grams of CO_2 per 100 milliliters as the upper limit for still wines and sparkling cider generally has more than 0.4 grams of CO_2 per 100 milliliters. (Once again, this law applies with equal force to foreign and domestic products).

The above list, among other things, does not include foreign assets control regulations, which apply to U.S. trade with Communist China, North Korea, North Vietnam and Cuba; voluntary export controls imposed by foreign governments to avoid disruption of the U.S. market; state and local government measures, and private practices.

higher; denatured spirits of any strength; ethyl alcohol, undenatured, under 80°. **V&T:** Value-added tax of 12½% on c.i.f. duty-paid value on almost all manufactured goods; in addition, excise tax on c.i.f. value on autos and motorcycles. **GP:** On all products, discrimination favoring domestic procurement accomplished by administrative action. EFTA members have equal opportunity with domestic firms under Art. 14 of Stockholm Convention. **HS&S:** State testing organizations for electrical equipment in Denmark, Finland, Norway, Sweden each apply separate standards for electrical equipment and require individual testing in country prior to certifying imports.

Dominican Republic. QR: Certain products subject to exchange quotas; passenger cars valued at more than $2,000 embargoed; wide range of food items and household goods, smaller number of manufactured goods embargoed; wide range importable only under prepaid letter of credit; prior import deposit of 10%, 20%, or 40% of f.o.b. value for 3-month period on wide range of products.

East African Community (See Kenya, Tanzania, Uganda).

Finland. QR: Global quotas on mineral tar, coal tar distillation products, solvent gasoline, aviation gasoline, bitumen, unwrought silver, gold, platinum; individual licenses required for coal, coke, petroleum and shale oils, gasoline, aviation and heating kerosene, gas-oil and fuel oils, processed foods. **V&T:** Turnover tax of 12.4% on almost all manufactured goods; in addition, on autos and motorcycles; excise tax of 140% (higher of higher priced cars) of c.i.f. duty-paid value minus 2,500 Finmarks ($595). Excise tax on c.i.f. duty-paid value of alcoholic beverages, confectionery, sugar, matches, auto tires, tobacco products, mineral waters, liquid fuels, certain fats and foods. **OR:** State trading in alcoholic beverages, crude petroleum, grains; for passenger cars from certain bilateral trading countries, minimum down-payment of 30% with 20 mo. to pay balance and, from other countries, 50% down payment with 12 mo. to pay remainder; compound fertilizers require Ministry of Agriculture permit. **HS&S:** See HS&S for Denmark.

France. QR: Quantitative restrictions and/or licensing on crystal diodes and triodes including transistors and parts, aircraft and parts, wine, rosin, certain textiles, semiconductors, canned tuna, petroleum products, numerous other goods; quota restrictions on watches, parts. **V&T:** Annual use tax on passenger cars (standard U.S. cars fall in highest tax bracket liable to payment in first year of $200; European cars generally pay $30); border tax of up to 33% on c.i.f. duty-paid value of most industrial products; excise taxes on whisky, other grain spirits. **GP:** Administrative practices not codified. French public sector operates effective "Buy French" policy; "absolute priority" given to procurement of domestic products "equivalent" to offered foreign product.

HS&S: Pharmaceutical regulations ostensibly protect public health, but also protect domestic industry; virtual embargo on imports of pharmaceutical specialties packaged for retail sale; severe restrictions on bulk mixtures that cannot be easily analyzed. With few exceptions, "visa"—required before distribution of pharmaceutical specialties packaged for retail sale is permitted—is not granted for imported products.

OR: State monopoly on cigarettes, other manufactured tobacco (following move toward CXT, retail prices of U.S. cigarettes have been increased proportionately more than on comparable domestic brands—contravening undertaking on pricing which U.S. obtained from France in 1947); State trading in coal, paper for periodicals, petroleum products; tripartite accord on electronic equipment (France, W. Germany, U.K. have drawn up accord to facilitate mutual acceptability of quality certification with membership open to all EEC and EFTA countries; it could lead to discrimination against U.S. goods); prohibition on advertising whisky, other grain spirits (wines, fruit-distilled spirits may be advertised).

Gabon. QR: Licensing and exchange quotas for all imports. For licensing, all trade is classified into 3 categories—Franc Zone and Common Market countries, free of restrictions; Far East, imports not to exceed 10% of total imports from all countries combined during a given year; all other countries, quotas established annually on basis of lists submitted by all important importers. **V&T:** Revenue tax up to 50% on all imports; turnover tax of 10%, on c.i.f. duty-paid value for all dutiable imports (certain countries exempt from customs duties); additional tax of 5-15% on c.i.f. duty-paid value for petroleum fuels, lubricants, firearms; arbitrary valuation on used clothing.

Germany, Fed. Rep. QR: Quotas on certain kinds of: fish, wines, fabrics, household articles, and other items; licenses for all those U.S. nonagricultural commodities in which the U.S. has a significant exporter interest are now being granted automatically and without limit. **V&T:** Value-added tax of 11% on c.i.f. duty-paid value of industrial imports. **OR:** Tariff quota on pit coal, briquettes of pit coal and similar solid fuels manufactured from coal except for bunkering of seagoing vessels, and for production of coke under processing contracts (use of imported hard coal throughout W. Germ. is now permitted if qualified consumers can show that they are unable to satisfy requirements by purchases from EEC countries); tripartite accord on electronic equipment (see description under **OR** for France).

Ghana. QR: Licenses required for most imports. **V&T:** purchase tax of 5% to 100% on vehicles; sales tax of 11½% on c.i.f. duty-paid value for most imports; excise tax of 2½-75% a.v. on sales price which includes c.i.f. duty-paid value for selected luxury consumer goods. **OR:** Most imports must be handled on 180-day credit terms.

Greece. QR: Licenses required on List A items—products such as cosmetics, textiles, TV receivers, vehicles; licenses required on List B items—such as agricultural, mining, food processing and electrical machinery and spares; used machinery and spares except used earthmoving and roadbuilding equipment; quota for TV receivers. **V&T:** Turnover tax on all imports of 2.25-8.75%, on c.i.f. duty paid value (rates are 25% more than those on like domestic products, and are applied on c.i.f. duty-paid value which has been uplifted by 20-50%); tax of 10-70% on c.i.f. value for luxury goods; consumption tax of 10-70% on specific rates, or on c.i.f. duty-and-tax-paid value for consumer goods; discriminatory license tax and discriminatory registration tax on motor vehicles

GP: Principle of nondiscrimination is administratively limited (purchases in excess of $50,000 may be limited to Greek suppliers; no international bidding if purchases can be made from countries with which Greece has bilateral clearing arrangements; foreign firms may be required to bid in association with Greek firm; guarantees of participation, performance applicable to foreign bids may be waived for domestic firms; Law 3215/1955 grants preference of 8% to Greek goods). **OR:** Maximum permissible length for taxis, 5m., and maximum permissible hp., 20 (Greek hp.). State trading in cigarette paper, kerosene alcohol, matches, salt, playing cards, saccharine, petroleum products. Screen-time quota for motion-picture films. Limit on terms of credit, or advance cash deposit requirements, for all imports (requirement more severe for luxury items, less stringent for products considered essential).

Guyana. QR: Licenses required on alcoholic beverages, cigars, cigarettes, tobacco, extracts, mineral fuels, lubricants, toys, certain chemicals, other items. **V&T:** Special tax, for protection of home industries, on imports of chairs, footwear parts.

Haiti. QR: Licenses required for various products, exchange controls on all products; prior authorization for detergents, plastic articles, firearms & ammunition, rubber heels and soles, cotton fabrics (imports allowed only if domestic production fails to meet local demand); Christmas trees, used clothing, rags, hats, shoes, household linens and furnishings embargoed. **OR:** State trading in tobacco, matches, soap, detergents, cosmetics, textiles, tires, tubes, cement, various agricultural chemicals, household appliances, wine, beer, whisky, rum, toilet articles, nonagricultural machinery. State-licensed, private monopoly: TV sets and parts, fish, building construction materials.

Iceland. QR: Global quotas for electric transformers, building board, certain furniture, ladies' stockings, brooms and brushes, works of art, reconstituted wood, fishing lines and cords, ropes; licenses required for paperboard cartons and containers. **V&T:** Sales tax of 11% on c.i.f. duty-paid value for all products except footwear, aviation gasoline, packaging, fishing equipment, aircraft; special tax on gasoline, tubes, tires. Special foreign exchange fee of 0.5% of declared customs value for cement, timber, reinforcement iron for construction. Foreign exchange fee of 0.5% of import price as stipulated by license for products subject to import licensing. **OR:** Prior deposit on all imports except petroleum, fishing gear, fertilizers, industrial raw materials (deposit must be placed with bank selling exchange equal to 15-25% of amount of foreign exchange purchased; deposit held for at least 3 months). State trading in tobacco, fertilizers, wine and liquor, perfumes, safety matches.

India. QR: Licensing, exchange control, quota, embargo restrictions on all commercial imports. Special licensing terms for capital goods, heavy electrical plant, machine tools valued at $100,000 or more (such imports permitted if covered by long-term foreign loans or investments, private or governmental; also for maintenance and replacement and purposes requiring small cash payments. **V&T:** Licensing fees on all commercial imports; discriminatory excise tax on numerous products.

GP: On items purchased for public account, price preference of up to 40% accorded indigenous products. Administrative practices include issuing bid invitation on short deadline, failing to identify source of

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financing, restricting quotations or specs to British and Indian standards, renegotiating bids. **OR:** State trading in artificial silk yarn and thread, caustic soda, soda ash, newsprint, cement, fertilizer, petroleum products, mercury, sulfur, tractors, printing and textile machinery, tires and other items determined from time to time; discrimination resulting from bilateral agreements on capital goods and other items; discriminatory import privileges on machine tools and on imports in general; restriction on appointment of foreign-controlled branches or subsidiaries.

Indonesia. QR: Exchange controls on all products; embargo on batik-motif textiles, cigarettes, certain types of tires. **V&T:** Surcharge of 50-60% based on import duty for all except essential commodities; sales tax rates same for comparable imported and domestically produced goods except for semi-luxury textiles and tires; 1% tax on letters of credit for all products; ½% import tax, on c.i.f. duty-paid value, and ½% customs charge, on all products; excess profit levy of 15 rupiah or 250 rupiah per U.S. dollar value on import of a few items to which surcharges do not apply; special retribution tax on most items on GATT schedules. **OR:** State trading for some essential items; prior deposit for all products.

Ireland. QR: Licenses required for tobacco products; quotas set for superphosphates, certain hosiery and footwear, laminated springs for vehicles, spark plugs and metal components, certain bulbs, brushes, brooms, mops. **V&T:** Wholesale tax of 10% or 15%, or turnover tax of 2½% on c.i.f. duty-paid value for most imports.

Israel. QR: Licensing under quota for a few imports (countries with which Israel has bilateral agreements are favored in issuing licenses for goods available from these sources). **V&T:** Purchase tax of 5% to over 100% on c.i.f. duty-paid value for many imports; discriminatory purchase taxes and annual property tax on autos; import surcharge on numerous products. **OR:** "Mixing" requirements on tractors (25-30% of value of imported wheeled tractors required to be Israeli-produced); prior deposit of 50% of value on all imports.

Italy. QR: Quotas on tetraethyl lead, antiknock preparations, wine; licenses required for essential oils other than terpeneless, obtained from citrus, cork and products, certain vehicles. **V&T:** Turnover tax of 4% on c.i.f. duty-paid value on most imports; compensatory tax of 1.2-7.8% on c.i.f duty-paid value for majority of imports; road tax on autos; administrative service fee (½%) and statistical fee (10 lira per unit) on all imports; excise tax on cigarettes. **GP:** 30% of Government purchasing reserved to Southern Italy and Islands for development. Ministry of Defense has recourse to foreign products only if domestic sources are unavailable or not suitable to needs. Gov. Depts. do not in principle have relations with foreign firms —only with firms legally established in Italy. **OR:** Screen-time quota on motion-picture films. State monopolies on cigarettes, nicotine products, salt, matches, flint, cigarette lighters.

Ivory Coast. QR: Quotas established for all imports; goods from France, Franc Zone countries enter freely (separate quotas apply to products from EEC countries and to rest of world); licenses required for all imports (from all countries outside Franc Zone, EEC); embargo on paint, detergents, matches, coffee-husking machines. **V&T:** Fiscal tax of 10-15% of c.i.f. value and statistical tax of 1% of c.i.f. value on all imports; value-added tax of 8-43%, normally 18% of duty-paid value, and special duty of 10% on c.i.f. value on most imports; arbitrary valuation for used clothing, footwear, petroleum products, soaps, radio receivers, other items. **OR:** Discriminatory pricing formula and visa requirements for pharmaceuticals.

Jamaica. QR: Licenses required for many products, including asbestos cement pipes, earthenware pipes, metal structural forms, tiles, roofing materials, cement rubber products, metal furniture, aluminum hollowware, garments, hosiery, detergents; embargo on autos with wheelbase of 116" or over, which prevents import of standardsized U.S. cars.

Japan. QR: Quotas established for coal, gas oils, heavy fuel and raw oils, other petroleum oils, some chemicals and pharmaceuticals, leathers (excl. raw) and products, especially footwear, large turbines, office machinery incl. digital computers and parts, other products; automatic licensing (licenses freely granted but importer must submit imports for approval) for machinery, chemicals, drugs, processed foods, other products, license required for all imports. **V&T:** Internal tax of 150-220% on high-priced whiskies, brandies, auto (sales) tax of 15-40% and annual road tax of $100-$167 for large U.S.-sized cars, value uplift for customs purposes on a few imported goods, particularly parent/subsidiary transactions.

GP: On 14 categories of goods, including motor vehicles, electronic computers, aircraft, machine tools, agricultural and construction machinery, permission for procurement without open bidding granted by Cabinet Order 336 of Sept. 25, 1963. **HS&S:** Ban on foods containing unapproved food additives. **OR:** State trading for tobacco manufactures, alcohol of 90° strength or higher; on certain imports, weights must be indicated in metric measurements only; discriminatory credit restrictions on all imports; discriminatory treatment for premiums offered by importers and exporters of several products, such as air conditioners and instant curry; technical licensing requirement for heavy electrical equipment and possibly other products; restrictions on capital investment (many U.S. firms unable to establish facilities in Japan from which to direct sales, service operations because of such restrictions; even obtaining minority interest in a Japanese corporation extremely difficult).

Kenya. QR: Specific licenses required for many products, other imports enter under open general licenses; quotas on certain clothing. **GP:** Overseas procurement for Government handled through Crown Agents in London, giving British suppliers strong advantage. **OR:** State trading in dye-in-piece fabrics, khaki drill, colored fabrics, secondhand clothing, soap, detergents, salt, developed 35-mm. cinematographic films.

Korea. QR: About 75 miscellaneous manufactured products embargoed. Quotas maintained on about 55 SITC classifications, including plastics, iron and steel structures, glass, manufactures of metal. All imports subject to licensing, but approval is automatic for most. **V&T:** Special Customs duty of 70% of "excess" profit on items normally dutiable at 40% or less, and 90% on those over 40% applied to most imports. Commodity tax of 2-70% of landed cost plus applicable duty levied on wide range of items. **OR:** Prior deposits of from 30-150% of import value required for most imports.

Kuwait. QR: Embargoes in effect on alcoholic beverages, used trucks and buses, spiral weld steel pipe, medicines containing cobalt salts, industrial and medical oxygen gas, magnetizers, ethyl alcohol. Insecticides must be licensed. **OR:** Trade in asbestos pipe is run by a Government-sanctioned private monopoly.

Malagasy Republic. QR: All imports subject to exchange quotas and licensing. Annual import program provides quotas for specified commodities from EEC countries other than France; global quotas for all other countries outside the Franc Zone. Special quotas apply to batteries for electric accumulators and alcoholic beverages. Prior authorization required for used metal casks and drums, used clothing, alcoholic beverages, used sacks and bags. New sacks and bags also embargoed, and partial embargo covers imports of cement into part of west coast. **V&T:** Import tax of 0-50% of c.i.f. value on most items. Consumption tax of 10-135% of c.i.f. duty-paid value on tobacco, footwear and alcoholic beverages There is a charge of 300 francs per metric ton on cement. **GP:** Procurement practices are featured by short notification and administrative discrimination. **OR:** Beer container size is strictly regulated and beer with less than 4% alcohol is prohibited.

Malawi. QR: Discriminatory licensing policy for some products does not require licenses from Sterling countries. **GP:** Overseas procurement handled through Crown Agents in London, giving British suppliers strong advantage.

Malaysia. V&T: Surtax of 2% c.i.f. on most imports. Trucks and buses of non-Commonwealth origin pay 15% registration fee; Commonwealth suppliers pay none. **GP:** "Buy National" policy directs public agencies to pay up to 5% more for domestically-made goods. **QR:** as many as 100 items at any given time temporarily subject to specific licensing or quantitative restrictions. **OR:** Foreign-made films subject to screen-time quotas.

Malta. QR: Embargoes machinery for producing stockings, refrigeration machinery, motor buses, water pumps, cement floor tiles, basketware of cane, willow or wicker, other items. Steel wool, certain items of mens' and ladies' apparel and electrical wiring accessories subject to licensing.

Mauritania. QR: All goods imported freely from France and Franc Zone countries; special quotas for EEC, global quotas for rest of world. **V&T:** All imports subject to fiscal tax of 10-15% of c.i.f. value; Standard import tax of 20-30% of c.i.f. plus duty-paid value; turnover tax of 10-22% of c.i.f. value plus all other taxes; and statistical tax which is generally four CFA francs per unit. **OR:** State trading in percales and guinea cloth.

Netherlands. QR: Various products subject to licensing; however, except for coal and coke, licenses automatically granted to U.S. products. **V&T:** Most imports pay a value-added tax with general rate of 12%; some necessities pay only 4%. Excise taxes on tobacco products, ethyl/propyl and isopropyl alcohol, beer, wine, petroleum products.

New Zealand. QR: 32% of value of im-

ports subject to quotas or licensing. **V&T:** Sales tax on wide range of non-essential items: 20% for most; 30% for photo apparatus, watches, telescopes, stereoscopes, cigarette lighters; 40% for motor vehicles, motorcycles.

Nicaragua. QR: Prior authorization required for cotton ginning plants and textile manufactures, industrial plants for pasteurizing milk, equipment to slaughter cattle and hogs, rubber tires and tubes. **V&T:** Most products subject to import surcharge of 30% of c.i.f. value.

Niger. QR: Most products subject to exchange quotas and licensing from which Franc Zone countries are exempt; being removed gradually for EEC. No license issued if goods available in Franc Zone. Country and global quotas. Prior authorization on plastic articles, matches and soap. **V&T:** Taxes on c.i.f. value of all imports: fiscal, 10-15%; statistical, 1%; standard, 25% of c.i.f. duty-paid value (10% for industrial raw material and equipment); turnover, 10-22%. Arbitrary valuation on used clothing. Transaction tax of 10% (c.i.f.) on perfume, cotton, knitted goods, aluminum household utensils. Discriminatory excise taxes on cigarettes.

Nigeria.. QR: Many products subject to specific licensing. **V&T:** Surtax of 6.75% of amount of duty paid on all imports.

Norway. QR: Commercial vessels subject to licensing. **V&T:** Value-added tax of 20% c.i.f. duty-paid value on nearly all products (11% on capital goods for investment purposes); imports subject to traffic tax from which domestic goods moving in internal trade are exempted; progressive nature of automobile tax weighs more heavily on expensive models; trailers, buses, some motorcycles subject to 25% tax of c.i.f. duty-paid value plus traffic tax (35% for other motor vehicles). **GP:** Domestic and EFTA bidders get preference of 15% on all Government purchases. Monopoly control and price fixing on pharmaceutical products. **OR:** State trading in alcohol, medicines, fishing gear. Binding sole of all shoes must be made of single piece of natural leather, which precludes of artificial leathers such as "corfam." **HS&S:** Rigid technical standards for electrical items.

Pakistan. QR: Licenses required for private shipments of all but 14 items on Free List. Many products embargoed. U.S. autos virtually embargoed, as they must have landed cost of $2331 or less. **V&T:** Sales tax of 15% c.i.f. duty-paid value on most products, which are also charged a Defense tax of 25% of sales tax. Surcharge of 25% of customs duty on all except exempted machinery items. Equalization tax on landed cost of industrial raw materials and some other items from cheaper foreign sources is equal to difference between lowest- and highest-priced imports. **OR:** Remittance restrictions on motion picture films, and varying exchange rates apply to most other imports. State is sole importer of several metals, foods and artsilk yarns.

Peru. QR: Licenses required for all used machinery and new textile machinery. Indefinite embargo on many products, including footwear, radios, refrigerators, textiles and automobiles. **V&T:** Arbitrary customs valuation system. Statistical tax of 2% c.i.f. duty-paid value (3% c.i.f. if good is duty-exempt). All products arriving by sea must pay a maritime freight tax of 4% of ocean freight charges. Most products pay a surcharge of 10% of c.i.f. value. **GP:** Government agencies and institutions receiving government funds prohibited from importing goods produced domestically. **OR:** Prior authorization needed for pharmaceuticals, cosmetics, toilet articles, matches.

Poland. State trading in all products; bilateral purchase agreements influence buying practices rather than price, quality, etc. Marketing practices restrict foreign firms' access to potential buyers.

Portugal. QR: Global or bilateral quotas on about 50 items. Licenses required for all shipments valued at more than $87.50. Prior authorization needed for saccharine and foods containing saccharine. Used clothing is embargoed. **V&T:** Transaction tax of 7% (20% on luxuries) on 140% of c.i.f. duty-paid value of most products. Progressive sales tax on autos is particularly burdensome on higher-priced models. **GP:** Domestic and EFTA suppliers get preference on all purchases for public account.

Rwanda. QR: All products require licenses. **V&T:** Fiscal tax of 10-30% and Statistical tax of 3% on c.i.f. value for most imports. Alcoholic beverages, petroleum, tobacco products subject to consumption tax.

Senegal. QR: Exchange quotas allocated to all countries outside Franc Zone; separate quotas for EEC. Certificates required for liberalized imports. Matches, some clothing and certain construction materials embargoed. **V&T:** Fiscal tax of 10-15% of c.i.f. value, turnover tax of 10-22% of c.i.f. plus all other taxes, statistical tax of four CFA francs apply to all imports. Most others also subject to standard tax of 20 or 30% of c.i.f. plus tariff plus fiscal duty plus statistical tax. Lubricants must pay 15.5-25.5 CFA francs per liter. **HS&S:** visa (which may be denied) required for pharmaceuticals; fee for visa application is high.

Sierra Leone. QR: A few products require specific licenses. **V&T:** automobile valuation based on engine size, which discriminates against high horsepower vehicles.

South Africa. OR: Most products require licenses; subject to sales tax of 5, 10 or 20%.

Southern Rhodesia. QR: Many luxury and domestically-produced goods require licenses or have quotas. Light and heavy built-up commercial vehicles embargoed.

Spain. QR: Import declaration required for all liberalized goods. License (generally not granted) required for all used machinery and second quality goods. Motion pictures subject to screen-time quota. Global quotas in effect on about 58 categories. Others subject to bilateral import regime. **V&T:** Compensatory tax of from 3-15% on c.i.f. duty-paid value. Dubbing taxes on motion pictures (highest on U.S. films). Threatened "abnormal price" actions induce importers to pay prices which cancel out a low-cost producer's advantage. Import deposit of 20% c.i.f. on all products held for six months without interest (Decree in force through Dec. 1970). **GP:** Imports prohibited from projects involving government funds. Where Spanish products are unavailable, short bid deadlines often have effect of excluding foreign competitors. **OR:** State trading in certain types of coal, petroleum derivatives, tobacco. Requirement that several synthetic fibers must be imported directly from factory discriminates against middle-man organizations, which must procure licenses.

Sweden. QR: Licenses required for all automobile imports. **V&T:** Value-added tax of 10 or 14% on c.i.f. duty-paid value of all imports. Sales tax is based on the c.i.f. duty-paid value of certain rugs, gold and silver items, precious stones Certain furs subject to 2-10% tax on c.i.f. duty-paid value. Toilet articles and cosmetics pay a commodity tax of 50% of wholesale price. **HS&S:** Rigid technical standards for electrical equipment. **OR:** State trading in wines, spirits.

Switzerland. QR: Licenses needed for trucks, cotton fabrics, jute textiles, clothing, certain carpets, and various minerals and chemicals. Quotas for wine in barrels. **V&T:** Road taxes and compulsory insurance rates based on horsepower. Turnover tax of 5.4% on c.i.f. duty-paid value of all products. **OR:** State trading in alcoholic beverages.

Tanzania. QR: Specific licenses required for various products, other imports enter under open general license. **OR:** State trading for textiles, bicycles, motion-picture films, cement, matches.

Togo. OR: Licenses for all products **V&T:** Transaction tax of 18% of c.i.f. value plus all taxes. Statistical tax of 1% c.i.f value Warehouse tax of 1% c.i.f. value. Fiscal stamp tax of 3% of all duties and taxes. Special import tax of ten CFA francs per 100 kg. Luxury tax of 40 CFA francs on textiles, alcoholic beverages, perfumes. Tax of 125 CFA francs per ton of tobacco manufactures, jute goods. Lighthouse tax of 20 CFA francs per ton. Berthage tax of 125-510 CFA francs per kg.

Trinidad and Tobago. QR: Domestically-produced items subject to strict import quota licensing, and in some cases prohibited Soap, detergents, paper, cement, lead, air conditioners, cotton fabrics and furniture strictly controlled.

Tunisia. QR: Global and bilateral quotas apply to most products. Licenses required for all goods from non-Franc Zone countries. Various goods are completely embargoed. **V&T:** Production tax of 15.5-19.9% on duty-paid value of all imports. Customs formality tax of 1.81% of landed cost of all items. Luxury goods pay consumption tax of 7.5-25% of duty-paid value and a National Defense Fund tax of 10% of either consumption tax or duty, whichever is higher. Perfume, soap, tires, petroleum products, explosives, other items subject to consumption duty of 11-100%. Wide variety of products subject to state trading.

Turkey. QR: All products subject to licensing, with special consideration to items traded with bilateral agreement countries. Quotas on varied items. **V&T:** All goods imported by sea pay 5% port tax based on c.i.f. plus duty, surtax and customs clearance costs. All imports pay 15% surtax on customs duty, as well as stamp tax of 25% of c.i.f. value. Most pay discriminatory production tax ranging from 10-75% of c.i.f. value plus customs duty, customs surtax, port tax and customs clearing expenses. Foreign motion picture films pay a higher tax (41%) than domestic ones (25%). Automobile surtax varies according to weight and age. **OR:** Tobacco products, alcoholic beverages, salt, sugar, most agricultural equipment subject to state trading. 50% advance deposit required for goods on liberation list and quota list goods im-

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ported against letter of credit. Guarantee deposits of 20, 50, 90 or 120%, depending on import list, required with import application. Smaller deposit (1-10%) on goods imported under certain investment programs.

Uganda. QR: Specific licensing required for many products: other imports enter under open general license; quotas established for motor cars, station wagons, motorcycles; embargo on used clothing. **GP:** Overseas procurement for Government handled through Crown Agents in London, giving British suppliers strong advantage.

United Arab Republic (Egypt). QR: Import trade nationalized. About half of all tariff items embargoed. Exchange allocations imposed to meet commitments under bilateral agreements. **V&T:** Statistical tax of 1% c.i.f. value on all imports except wheat. Revenue tax of 10% on foreign-made non-essential goods, with 5% tax on essential food items. Pavement tax of 3% of sum of customs duty, statistical tax, revenue tax and applicable excise taxes applies to all imports. Porterage fee, also. All goods imported through UAR ports pay marine duty of 0.2% of c.i.f. value. Excise duties apply to variety of items, mostly consumer goods.

United Kingdom. QR: License required for coal, coke, and solid fuels, but none are issued. Quotas on cigars, jute cloth, rum, motion picture and TV films. **GP:** While no procedures have been published, purchasing departments when intending to place orders abroad try to find out whether the products can be obtained on competitive terms within the Commonwealth. Some administrative measure of preference is given to firms in development districts. Preference is also specifically given to computers of U.K. manufacture. EFTA members have equal opportunity with domestic firms under Article 14 of the Stockholm Convention. British Admiralty requires that lumber for which tenders are invited must originate in British Columbia. **OR:** Tripartite accord on electronic equipment (see description under OR for France).

Upper Volta. QR: License required for all goods outside Franc Zone. EEC goods get preferential treatment. Used clothing embargoed. **V&T:** All imports subject to 5-20% fiscal tax; temporary development tax of 10% of c.i.f.; statistical tax of 1% c.i.f.; contractural tax of 2.25-25%; temporary maintenance tax of 1.5%; compensatory tax of 3%. **OR:** Medicaments not appearing in French Codex or authorized by Central Pharmaceutical Service prohibited.

Uruguay. QR: Prior deposits of from 150-400% on private imports exceeding a given percent (averaging 80%) of past levels. Three-year financing required for most capital goods. **V&T:** Non-essential goods subject to surcharges of 10-300%; global customs charge of 18%. All imports pay: a port handling fee of $.025 per 100 kilograms of gross weight or $.33 per 100 pesos of valuation; consular invoice charge of 12% f.o.b. value; port charge of 12% c.i.f.; arbitrary customs valuation established for 80% of tariff items.

Yugoslavia. QR: All imports subject either to commodity or exchange quotas, licensing, or exchange control. **OR:** Commitments to buy from certain supplying countries. End-users of raw materials and semi-manufactures used in the shipbuilding, electric, textile and food industries given foreign exchange for import of these products in fixed ratio to exports.

Mysore seeks foreign private collaboration for industrialization

Indian State offers natural advantage, investment incentives

The South Indian state of Mysore is actively seeking foreign private collaboration as a means of realizing its large industrial potential.

In a recent visit to the United States, Mysore Minister of Industries Rajasekhara Murthy stressed to U.S. investors the natural advantages and receptive business climate which his state has to offer, as well as the specific incentives which the Government of Mysore is extending to attract new investment.

Mysore State has marked natural advantages: rich mineral resources, relatively low pressure of population on land, 200 miles of coastline on the Arabian Sea, and a moderate upland climate suitable for an industrious population. Agriculture accounts for about 62% of the state's income and has achieved rapid growth in recent years.

Public sector enterprises have invested fairly heavily in Mysore. Six large national enterprises are located in or near Bangalore, the capital city.

The Government of India has recently decided to build one of three new steel plants near the large iron ore deposits at Hospet in eastern Mysore. Though it will be several years before the plant gets under way, it is expected eventually to produce 2 million tons of mild steel per year.

Other large public sector projects include the expansion of Mangalore into a major seaport, construction of a railroad linking the port with the interior, and approval of a $53 million fertilizer plant for Mangalore, to be built with British and Dutch collaboration. The most recent large-scale enterprise in the private sector is a new Indian Aluminum Company smelter at Belgaum.

Investment incentives

The Government of Mysore offers the following incentives to investors:

► New industries are eligible for refund of state sales tax on raw materials purchased for five years from the start of production.

► New industries are exempt from payment of electricity tax during the first five years of production—an exemption calculated to cut the cost of power consumption by 20 to 30%.

► New industries are exempt from fees for converting agricultural land to industrial purposes during the first seven years of operation. For developed lands allotted by the State Government, a new industry will initially pay only 20% of the value of the land, with the remainder to be paid in ten annual installments.

► The Government of Mysore will prevail upon municipalities to exempt raw materials, building materials, and capital equipment imported by new industries from movement tax for the first five years of production.

► The state-owned Industrial Development Corporation (IDC) will prepare project reports upon request. If a report is accepted, its cost will be converted to IDC share capital in the new industry. If it is not accepted, no charge will be made.

► The Government of Mysore will participate in the equity capital of new industries, guarantee loans, and aid entrepreneurs in securing industrial licenses and raw materials.

U.S. firms already there

American companies already established in Mysore through investment, technical collaboration, or licensing agreements include General Electric, Kaiser, Gould-National Batteries, Parsons and Whittemore, Chemtex, Bendix, RCA, LeTourneau-Westinghouse, Jones and Lawson, and International Standard Electric.

Prospects for additional foreign investment in Mysore State are excellent. In addition to formal incentives to investment, the state offers a stable political climate receptive to business, a substantial industrial base, unusually good labor relations, and an adequate and steadily developing power, water, and communications net.

Arab review is offered

The U.S.-Arab Chamber of Commerce publishes a bi-monthly newsletter, the Arab Economic Review, which is offered at no charge to U.S. firms having, or wishing to establish, commercial ties with the Arab world. The newsletter contains information on economic developments of interest to present or prospective U.S. traders and investors in the area.

Write: U.S.-Arab Chamber of Commerce, Inc., 11 Broadway, Suite 660, New York, N.Y. 10004.

Air conditioning, refrigeration, heating equipment demands in Japan expanding

U.S. Trade Center in Tokyo to host March show; shift from kerosene-fueled boilers to LNG is opening up potential market valued at $50 million

The rapid growth of new housing starts in Japan has helped to triple Japanese demands for air conditioning and refrigeration equipment and double the demands for heating equipment.

To give American manufacturers an opportunity to initiate or increase their sales activities in this expanding market, the U.S. Department of Commerce will sponsor an exhibition of heating, air conditioning and refrigeration equipment at the U.S. Trade Center in Tokyo, Mar. 22-27.

Approximately 3 million new housing starts will be recorded in Japan this year, almost triple the 1966 total, according to market research conducted for the Department's Bureau of International Commerce.

Consumption of air conditioning and refrigeration equipment increased 300% between 1966-1968, reaching $459 million. Heating equipment sales during the same period doubled to almost $200 million.

Research shows the number of new housing starts with central heating is expected to rise rapidly in the years ahead from the current 10%. Hot water systems are expected to dominate the market, with sales of boilers and hot water pumps rising about 50% a year through 1975. The study also indicates this could mean a $15 million annual market for U.S. boiler imports by Japan by 1976.

Reportedly there is a rapid shift underway from the kerosene-fueled boilers, which are predominant today, to gas-fired boilers with liquefied natural gas (LNG) as the primary energy source. This change is being stimulated by government policies aimed at reducing air pollution.

The growing use of LNG is also opening up another market for U.S. manufacturers. Several major utility firms in Japan are proceeding on a priority basis to develop district systems for heating and cooling with equipment fueled by LNG. This represents a potential market of $50 million, with opportunities for American firms to obtain a large segment through exports of turbines, controls and gas pressure booster pumps.

In the air conditioning and refrigeration industries, Japanese production has increased an average of 26% a year over the past several years. The 1964 production was valued at $175 million. By 1968, production had climbed to $438 million.

Demands for imports continue to grow despite this domestic production increase. For example, imports of residential-type air conditioners grew from $8 million in 1966 to $15 million in 1968.

The studies indicate sales opportunities in Japan for district heating and cooling equipment, central heating equipment for residential use, auto air conditioners and components, window-type air conditioners of 10,000 BTU/H, frozen food and ice cream retail display equipment and components, large refrigerators for home and commercial use, and cryogenic materials and processing equipment.

Commerce has sponsored several successful overseas exhibitions for U.S. makers of air conditioning, refrigeration and heating equipment. At a U.S. exhibit in Madrid last March, 22 makers of air conditioning and refrigeration equipment recorded $343,000 in floor sales and projected first year sales of $4.5 million. A Frankfurt Trade Center show of climate control equipment in November 1968 resulted in first year sales of more than $2.5 million and a March 1967 show in the Milan Trade Center brought in first year sales of over $1.1 million.

American manufacturers of heating, air conditioning and refrigeration equipment interested in the March exhibition at the Tokyo Trade Center may obtain additional information from Maurice Shea of the U.S. Department of Commerce, BIC-936, Washington, D.C. 20230 (202-967-4511), or any Commerce Field Office.

Heavent '71 to be held in Australia next May

Heavent '71, an international exhibition of heating, air conditioning, ventilating and refrigeration equipment, will be mounted May 10-14 at the Royal Agricultural Society's Showground in Sydney, Australia. American companies in the market or firms seeking to enter are invited to participate.

Equipment categories for the show include air distributors, coolers and cleaners; blowers and ducts; air exhausts and inlets; control systems and instruments; dust control systems; fuel supplies and furnaces; industrial heating and refrigeration systems; power facilities and generating equipment; pipes and fittings; filters and radiators.

Additional information is available from the exhibition's organizer: Interact Pty. Ltd., Suite 1006, Carlton Center, Sydney.

Fourth EUROPLASTICA set for Belgium in 1973

On Mar. 5, 1973, the Fourth International Plastics Exhibition, EUROPLASTICA, will open in Brussels for nine days. American manufacturers and suppliers of raw materials, equipment and machinery, and semi-finished and finished plastics products are invited to mount displays.

Held every four years, the last show was staged in March 1969 when 34 U.S. firms joined under Commerce Department sponsorship to present the 100th U.S. commercial exhibition. Total show sales from the event for the first post-show year reached $1.1 million. Over 620 exhibitors from 18 nations drew 52,317 visitors from 59 countries.

For further information write: EUROPLASTICA, Palais des Floralies, B-9000 Ghent, Belgium.

London to host international transporation show in 1971

Interfreight '71, a combination of the Ports and Terminals International Freighting Exhibition and the International Freight Container & Container Handling Exhibition, will open in Earls Court, London, Sept. 28.

The international four-day show, promoted as the largest display of its kind for the world's freighting industries, will be accompanied by the Ports and Terminals Conference.

Exhibit categories include all freight services and equipment such as ports, shipping lines, rail and road transport services, forwarding agents, containers and trailers, and cargo handling and storage equipment.

Write: Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin St., London, S.W.1.

EDP equipment exhibition announced for February at Frankfurt Trade Center

Electronic data processing equipment sales in Germany may pass $1 billion mark by 1974; U.S. firms supply almost 25% of demands

Sales of electronic data processing equipment in the Federal Republic of Germany, almost 25% of them by U.S. companies, reached $473 million in 1969 and are expected to exceed $1 billion by 1974.

American manufacturers of EDP equipment will have an opportunity to strengthen their position in this growing market by participating in a U.S. Department of Commerce exhibition of computer display equipment at the U.S. Trade Center in Frankfurt, Feb. 15-19.

This will be the sixth exhibition of EDP equipment in the Frankfurt showcase since June 1964. U.S. manufacturers participating in the first four shows reported first-year sales totaling $7.4 million.

The 42 U.S. companies that exhibited their products at the fifth show in September 1969 recorded immediate sales of more than $1 million; estimated first-year sales could exceed $19 million.

Exports of U.S. electronic data processing equipment to Germany almost tripled between 1966 and 1969. In 1967 almost $70.8 million of this equipment which Germany imported came from the United States. This total increased to $116.9 million in 1969.

Market research conducted for the Department's Bureau of International Commerce disclosed that the number of installed computers in Germany is the highest in Europe and second only to the United States.

The studies, however, reveal that Germany trails four of its European neighbors in computer density ratio, an indication of market penetration. Switzerland leads European nations with 205 computers per million workers, while Germany is in fifth place with 134 computers per million workers.

Approximately 6,400 computers were in operation in Germany in 1969, according to the research, and installations this year are expected to boost the total to 8,000. About 20,000 are expected to be in operation in 1976.

The demand for small computers carrying an average monthly rental rate of under $2,000 is expected to grow from the 1,480 in operation in 1969 to an estimated 6,000 in 1974.

However, the studies point out that emphasis is being placed on scientific and technological research under government auspices, plus the development of time sharing and long distance transmission facilities, indicates continued growth for the larger installations.

The Federal Ministry of Science has proposed a five-year plan for the purchase of EDP equipment covering the period 1971-76. This calls for the expenditure of $185 million in contrast to the Ministry's 1966-71 program with planned expenditures of $75 million.

Market studies show sales opportunities are particularly good for the following: digital plotting systems, optical character recognition systems, digitizers, source data to tape input systems, data transmission units, computer CRT terminals and display systems, graphic input systems, graphic film recording and printout systems, high speed printers, telephone and keyboard data terminals, and computer output microfilm.

Commerce's market development program for the February event is aimed at a selected group of potential buyers as well as agents and distributors. The 1969 event attracted almost 2,000 visitors from Germany and 16 other countries.

American manufacturers interested in participating in the computer display equipment exhibition in the U.S. Trade Center in Frankfurt may obtain additional information from Andre Williams of the U.S. Department of Commerce, BIC-938, Washington, D.C. 20230 (202-967-2425) or from any Commerce Department Field Office.

Novelty-gift, world holiday travel exhibition scheduled in Genoa for May 1971

Applications for exhibiting in the second International Novelty-Gift and World Travel Holiday Fair are due by mid-November for the May 15-28 display in Genoa, Italy. American firms are invited to mount displays directly or through European representatives.

The first fair, held last March, drew 478 participants, including four U.S. firms, from 23 nations. On display were: furniture, jewelry, household appliances, toys, clothes, cosmetics, musical instruments, antiques, sporting and camping equipment, garden tools, photographic equipment, autos and accessories and radio communications equipment and parts.

More than 30% of the 200,000 visitors were estimated as potential trade buyers. The four American firms, all represented by Italian concerns, were the Coca-Cola Co., Outboard Marine Corp., Pan American World Airways and the Piper Aircraft Corp.

Information on the second presentation is available from: Fiera Internazionale di Genova, Piazzale Kennedy, Genoa.

Educational materials fair will be staged in Hanover; U.S. participation invited

Hanover was chosen to host the 11th Didacta, the European Educational Materials Fair, Mar. 17-21, 1972. This biennial event is open to American firms manufacturing educational and school-related equipment and supplies.

Product categories with promise for American exporters are: training aids, sporting equipment, handicrafts, technical equipment for high schools and colleges, audio-visual equipment, teaching machines and musical instruments. Other goods at the show will include printed materials and maps, school furniture and hardware and office supplies.

At the spring 1970 Didacta, 43 U.S. firms were among the 830 exhibitors from 29 nations; this represented an increase of 160 exhibitors over the ninth edition of this event in 1968. A total of 88,600 visitors attended the show.

Write: German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

Shopex '71 scheduled for London next spring

Shopex, formerly Shopshow, will be held at Earls Court in London, May 17-21, 1971. Sponsored by the publications "Self Service & Supermarket" and "Shop Equipment and Shopfitting News," the event will be open for international participation.

Scheduled to occur on alternate years with the German fair Euroshop, Shopex will feature products, services and equipment for: construction, d..or, self-service, display, lighting, storage, signs, air conditioning, refrigeration, heating and security.

Write: The Organiser, Shopex '71, Iliffe Exhibitions Ltd., Dorset House, Stamford St., London, S.E.1.

Sixth printing, paper fair set for Germany in 1972

The Sixth International Printing and Paper Fair, DRUPA '72, is scheduled for the Duesseldorf fairgrounds May 28-June 8, 1972.

The event's organizing committee has been formed by members of five industry groups: Printing and Paper Machinery Builders, German Printers Association, Paper and Paperboard Processors Association, Associated Wood Pulp and Paper Producers and the Association of the Color Printing Industry. All equipment ranging from composing machines to inks and papers may be shown.

At the last DRUPA in 1967, an estimated 500,000 visitors attended the fair, viewing displays by 944 exhibitors from 19 nations.

Write: Duesseldorfer Messegesellschaft mbH, NOWEA, 4 Duesseldorf 10, Postfach 10203.

Industrial training show opens next spring in U.K.

London has been chosen to host Training '71, a new exhibition aimed at the industrial training market. The Mar. 30-31 show will run concurrently with a related conference.

The product categories for display include: audio-visual equipment, charts, closed-circuit television, furniture, films, courses of instruction and laboratories, management training courses, manuals, overhead projectors, teaching machines and workshop training equipment.

Write: G. P. Claringbold, Director, Marketing Exhibitions Ltd., 113-123 Upper Richmond Rd., London, S.W.15.

Spring Fair in Yugoslavia to include 5 exhibitions; Urban-Ex set for June

Details of five events staged within the framework of the International Zagreb Spring Fair and Urban-Ex have been announced for 1971 at the Zagreb Fair Grounds.

The Spring Fair, Apr. 19-25, will include: Tu-Ex, an exhibition of tourist industry equipment; a medicine and medical arts show; consumer goods exhibit; Sport-Ex, a display of equipment for the tourist sporting industry; and Jurema, featuring control and measuring equipment. The deadline for entering the Spring Fair is Dec. 31.

Urban-Ex, scheduled June 21-27, will include all types of municipal equipment such as fire engines, garbage trucks, snow removal equipment, street construction and maintenance equipment, public utilities, and control devices for air pollution.

Further information on all these events is available from: Zagreb Fair, Velesajam, Aleja Borisa Kidrica 2, Zagreb, Yugoslavia.

Educational exhibition open to U.S. companies; summer event planned for Melbourne

American manufacturers of audio-visual aids, software, recreational equipment and specialized training devices are invited to participate in an International Education Exhibition, June 28-July 2, 1971, in Melbourne, Australia.

Companies producing or supplying books, publications, stationery, teaching aids, school furniture, uniforms, and equipment for libraries, catering, institutional maintenance and cleaning will be featured, as well as athletic, gymnastic and recreational equipment. Special equipment for teaching agriculture, art, music, electronics, engineering and manual arts subjects may also be exhibited. The promotion will place emphasis on teaching aids for handicapped children and adults.

Write: Gerald G. Kallman Associates, 30 Journal Sq., Jersey City, N.J. 07306.

INTERAL features 7 trade shows for food industry; Paris hosts autumn events

More than 4,000 exhibitors will participate in INTERAL, an international event composed of seven trade shows for the food industry in Paris, Nov. 9-15.

The exhibitions include: S.I.A.L., a food products show with 1,500 exhibitors from 35 countries, including a display by the U.S. Department of Agriculture. MATERAL will feature equipment for the food industries ranging from sugar-refining to freeze-drying machines. Materials and techniques for the meat industry will be featured at MATIC and 12 nations will be represented by 280 exhibitors in the bottling equipment and liquid conditioning industries show.

The three other shows will feature equipment for dairies, brewers and malt houses, and packaging. EMBALLAGE '70, the 17th biennial edition of the packaging fair, will include a commercial exhibition sponsored by the U.S. Department of Commerce.

American companies wishing to send delegates to the events may contact: French Trade Shows, 1350 Ave. of the Americas, New York, N.Y. 10019 (212-582-4960).

Five trade shows in Paris and Grenoble scheduled for winter

Fairs will feature decorating, toys, clothes, sporting goods

Dates and details of five winter exhibitions in France have been released. The shows, between Jan. 20 and Feb. 27, are scheduled for Paris and Grenoble.

Almost 200 exhibitors, 40% of which are representing foreign countries, will mount displays at the Fifth International Carpet and Floor Covering Exhibition Jan. 20-25 in Paris. Wall-to-wall carpets, mattings, handwoven rugs, linoleum, rubber, plastic and vinyl tiles, felt and insulating underlays and accessories, raw materials, renovating services and all forms of wall coverings including fabrics and special papers may be shown.

This promotion is expected to draw more than 25,000 European trade visitors.

At the same time, also at the Parisian exhibition center Porte de Versailles, the Sixth International Lighting Exhibition is scheduled. About 180 firms will show residential, commercial and industrial lighting equipment.

From Jan. 21-25, the 12th International Furniture Exhibition, featuring approximately 900 exhibitors, will take place. At least 310 exhibitors will represent 22 other nations. All types of furniture, including garden, kitchen and bathroom furniture and accessories will be displayed.

The Parisian center will also host the 10th International Toy Trade Fair Feb. 14-20. Toy buyers will have the opportunity to view the newest in games, bicycles, hobbies, construction kits, beach games, carriages, nursery toys, Christmas decorations and musical instruments.

In Grenoble, S.I.G. '71—the International Winter Sports Equipment and Fashion Trade Show—is scheduled Feb. 27-Mar. 3. More than 1,200 manufacturers from 22 nations will be exhibiting in 500 booths.

Products categories include: skis, bindings, poles, climbing boots and equipment, gloves, glasses and goggles, clothes, hats and accessories.

Information on each of these international events and on all major French trade fairs is available from: French Trade Shows, 1350 Ave. of the Americas, New York, N.Y. 10019.

XUM

Minicomputer exhibition to be 4th U.S. data processing event in U.K. in three years

American firms are major suppliers of Britain's $180 million market for these products; January '70 show projected $26.1 million in sales

American suppliers of computers, computer equipment, software and data processing services are Britain's major sources for these products, and the growing U.K. market is producing impressive sales figures for the U.S. exporters.

To help U.S. manufacturers show their latest equipment in this prime market, the U.S. Department of Commerce will sponsor an exhibition of minicomputing equipment at the U.S. Trade Center in London, Jan. 25-29.

The overall British market for computers, computer equipment, software, and data processing services this year is expected to total $1.6 billion, up from $1 billion in 1968. Sales are expected to increase by 20-25% annually in 1970 and 1971. Various American computers and computer products account for shares ranging from 40-70% of the U.K. import market—a market that totals about $180 million annually.

Small computers and digital systems have strong potential demand. Market research undertaken for the Commerce Department's Bureau of International Commerce, which will stage the London show, reveals that sales of small computers in the $5,000-$10,000 range are being stimulated by Britain's planned 1971 currency changeover to the decimal system.

Britain offers three strong growth markets for small digital systems over the next five years. The first is a market for small computers in time-sharing networks, the second for calculators, and the third for digital systems in the $20,000-$25,000 range.

The survey identifies all the following as having high sales potential in the United Kingdom:

Basic units: desktop computers, minicomputers and sophisticated electronic calculators.

Low-cost peripheral equipment: data and graphic display equipment; data collection and recording equipment; data terminals including receiving, transmitting and transceiving equipment; plotters; time-sharing systems, equipment, and accessories; readers; memory systems; printers; central processing units; information retrieval equipment and magnetic ink character recognition equipment.

Commerce will undertake a thorough market development campaign to alert buyers and potential agents and distributors and invite them to the exhibition.

Three previous shows mounted by the London Trade Center in the data processing field have resulted in good and growing sales figures for U.S. suppliers. In January 1968, 16 U.S. exhibitors displayed their products in a compact computer exhibition, making total first-year sales of $1.6 million. Following a computer display equipment show in January 1969, 34 exhibitors posted total first-year sales of $4.2 million. One-third of the exhibitors were new to the market. Last January, 52 exhibitors participated in an exhibition of data transmission equipment. They made immediate sales of $1.3 million and expect to make additional sales of $26.1 million by next January.

U.S. manufacturers of minicomputing equipment interested in the Commerce Department exhibition at the U.S. Trade Center in London, Jan. 25-29, 1971, may obtain further information from Franc Manzolillo (202-967-4443) of the U.S. Department of Commerce, BIC-942, Washington, D.C. 20230 or from any Commerce Field Office.

Vienna to host international food congress, exhibition

Vienna has been chosen to host AIDA '72, an International Food Distribution Congress and accompanying International Food Exhibition. The Congress is scheduled June 26-29 at the Vienna Imperial Palace and the exhibition will be staged June 24-July 2 at the Vienna Fair Grounds.

Primary topics for the meeting, last held in Madrid in 1969, will be distribution channels and marketing of foods, while the exhibition will include products other than foods. In addition to food products displayed by industry and agriculture, products in the following categories will be shown: packaging machinery, equipment and supplies; warehouse installations; weighing and filling equipment; store fittings; and non-foods sold in retail food outlets.

American companies interested in this 1972 event should contact Geschaeftsstelle der AIDA 1972, Wien, Hoher Markt 3, A-1011 Vienna.

Two environmental displays scheduled simultaneously at London's Earls Court

Two related exhibitions will be mounted side-by-side at Earls Court in London, Mar. 30-Apr. 2, 1971. The Environmental Pollution Control Exhibition, Enpocon, will be making its first appearance as the Effluent & Water Treatment Exhibition and Convention, a biennial promotion, will be held for the seventh time.

The new exhibition will cover pollution in the forms of noise and vibrations, effects of poisons in food, and air, soil and water contamination and all equipment, services, materials and research available to combat them.

The accompanying show will feature water and effluent treatment plant machinery, chemicals, instruments, services and materials. At the last event in March 1969, a total of 7,604 business visitors attended.

Information on both promotions is available from: Richard Cunningham, Exhibition Director, Brintex Exhibitions Ltd., 3-4 Clement's Inn, Strand, London, WC2A 2DB.

Munich to host international dental, brewery exhibitions; U.S. participation invited

Two international 1971 exhibitions, a dental show in June and a brewery-beverage display in September, are open to American exhibitors and are scheduled for Munich's fair grounds.

The 18th International Dental Exhibition, June 17-21, will feature clinical and dental office equipment and supplies and will coincide with the 59th annual congress of the International Federation of Dentists.

Interbrau '71, a trade fair for brewery, beverage and soft-drink supplies and equipment, will occur Sept. 13-18; the final day of Intrabrau will mark the opening of Oktoberfest in Munich.

The exhibition, held in Munich in 1951 and 1957, will utilize all 20 exhibition halls of the Munich Trade Fair Authority.

All companies engaged in the manufacture of brewery, soft-drink, vending and related equipment, packaging machines, bottling and filtration apparatus, conveyors, refrigeration, quality control and retailing supplies and equipment may participate.

Information on both international events may be obtained from the fairs' U.S. representative: Gerald G. Kallman Associates, 30 Journal Sq., Jersey City, N.J. 07306.

German trend: up, up, up

Durability of economic boom has surprised many observers; planners see sustained growth

The German economy is still expanding at a brisk pace, according to the semi-annual Economic Trends Report from the U.S. Embassy in Bonn. The Government predicts real growth in 1970 at 5-6%, somewhat below the 7.9% recorded last year. GNP in current prices is expected to rise even more than in 1969, by 11½-12½%.

The unexpectedly long-lived investment boom is projected to register another 17-18% annual gain following a similar result last year. Moreover, private consumption, fueled by higher wages, is now forecast to accelerate this year, increasing by 11½-12½%. Continuing strong foreign demand is expected, only partly offset by higher German imports, so that a sizable 12 billion deutschmark surplus of exports of goods and services should further add to the 1970 GNP rise.

The government's major economic concern at the moment—and an important factor in public opinion and in the November state elections—is the build-up in price pressures. The Government projects an average consumer price increase for 1970 over 1969 of 3½-4%, but the price rise for investment goods and construction is expected to be considerably higher.

A potentially significant trend for American business observers of the German economy is a veritable explosion of interest in education and science, promoted at high political levels. This is symbolized in a 43% jump in next year's budget allocation to the Education and Science Ministry; rising to DM 4 billion in 1971 from DM 2.8 billion in 1970, the Ministry's budget is projected to grow further to DM 9 billion by 1974. Scientific research in Germany is traditionally more of a government concern than of private industry or foundations.

Developing new strengths

Traditionally strong in such areas as chemicals, pharmaceuticals, plastics, metallurgy, and optics, Germany is now coming of age in newer technologies. German firms' payments to foreigners for patents and licenses reached a record DM 1.1 billion in 1969, of which half was to U.S. companies, mainly in chemicals, metals, and electrical engineering. Among major areas of new scientific interest are air and space science, nuclear power, computer hard and software, oceanology, and environmental problems.

Educational reform is a major contemporary social concern in Germany and an important theme in the government's program of domestic reform. A new Federal Government report on education policy estimates that overall expenditures in this area will double as a proportion of GNP from 4% in 1969 to 8% by the 1980's—this will amount to DM 100 billion annually for schools, universities, and government-promoted research and development.

Wide range of opportunities

In general, the current economic situation and medium-term prospects offer significant opportunities to U.S. exporters in the complete range of manufactured products, from raw materials to investment goods to consumption items. U.S. exports currently enjoying particularly strong sales in Germany include: in the raw material category, tungsten ore, aluminum, copper; semi-finished steel and rolling mill products (wire rods, concrete reinforcing bars, strips, heavy plates); machine tools; office machinery (magnetic tape storage devices, printers for data processing); transistors and TV picture tubes; such chemical items as polystyrene, polypropylene, polyvinylchloride, butyl-rubber, kraftliner paper; aircraft; truck cranes and heavy trucks; machinery for the textile and leather industry; materials handling equipment; and glass, ceramics, and china.

Recent exhibitions at the U.S. Trade Center in Frankfurt indicate strong sales potential for nuclear instrumentation, sophisticated electronics, and stereophonic items. Upcoming shows will feature air cargo equipment (air cargo loading and packing equipment, communication, control and cargo systems, security systems), air conditioning and commercial refrigeration equipment (window and wall air conditioners, water chillers, automotive air conditioners, cold chain systems), dynamics testing equipment (strain test, force measuring, vibration test, acoustic test, and environmental simulating equipment), chromatographic and spectroscopic instruments, industrial air treatment and pollution control equipment and computer display equipment.

Outstanding results were achieved at the Hanover Air Show, where 9 U.S. aircraft were sold off the floor, and at ACHEMA in Frankfurt, where considerable attention was attracted by measuring and automation equipment, water and air pollution monitors, sophisticated analytical instruments and reverse osmosis.

Major U.S. exhibitions at Electronica and Interocean this fall will feature, respectively, electronic components and measuring equipment, and oceanographic instruments, pollution monitoring equipment, sonar and underwater TV, underwater acoustic remote control monitoring and navigation equipment, and dredges and dredging systems.

Market research reveals demand

Further, market research reveals existing special demand for printing machinery, magnetic tape duplicators, photocopying devices, packaging machinery, small data processing units, construction and mining equipment, pneumatic and hydraulic equipment, computer subsystems and specialized production equipment for elec-

Rapid growth predicted

Government medium-term planners foresee a growth of 7½% for GNP in current prices in 1971, followed by an estimated 7% annually through 1974. In real terms, average annual growth of 4-4½% is forecast over this period.

Some observers believe these official prognoses may even be conservative. The Economic Research Institute of Berlin for example, calculates a real growth potential exceeding 5% annually, which could mean additional output in the 1971-1974 period of more than DM 50 billion over the government estimates.

XUM

tronic components, ultrasonic equipment, machinery and auxiliary products for beverage producers, gas turbines and components, and mining and engineering equipment.

During the first six months of this year, agricultural imports from the United States, at $301 million, rose by 20% over the corresponding period of 1969. Most of this increase was in oilseeds and meals and corn. The outlook is for generally continued improvement in U.S. farm sales during the coming year.

Germany's new prominence as a major supplier of long-term capital to the world is somewhat diminished this year, although it was generally acknowledged that the pace of capital outflow set in 1969 was abnormal and could not be maintained. Total new private German net capital investments abroad fell from the unprecedented DM 10.2 billion recorded in the first half of 1969 to DM 4.6 billion in the corresponding period of the current year. Coincidentally, this represented a return to the 1968 level—itself a record at the time.

The decline was primarily attributable to sharply reduced issuances of DM bonds by foreign borrowers, as well as lower German investments in foreign stocks and investment company shares and a drop in German bank credits to foreigners. Notwithstanding this decline from last year, it is significant that even at a time of domestic investment boom, tight capital market conditions, and pressure in financing domestic projects, Germany was still able to make available such substantial sums for investment abroad.

After a hiatus in foreign DM bond issues at the start of the year, conditions are now easing. Among recent borrowers on the German capital market were the World Bank, a Dutch steel firm, Dunlop, and a French oil company, and issues of Denmark, Ireland, and Japan are forthcoming. Foreign DM bond issues are carrying 8½% coupons and are being priced to yield 8.8-8.9%.

Despite high interest rates, monetary expansion continues strong. Bank liquidity has been favorably affected by substantial inflows from the continuing German export surplus and short-term capital imports—over $2.1 billion in June and July, only part of which is neutralized by the July Bundesbank minimum reserve hike and a further increase effective Sept. 1. Credit expansion continues, moreover, with undiminished vigor.

With German industry dependent for one-fifth of its turnover on foreign sales, many observers are registering growing concern regarding proposed quota legislation before the U.S. Congress. A frequent theme of leading industrial spokesmen and in the quality press is the hope that Europe would not limit its response merely to threats of retaliation, but would instead actively promote new liberalization.

Chamber in Munich

The American Chamber of Commerce in Germany has reopened its branch office in Munich. Dr. Leo M. Goodman is in charge. The office is located at Zweibrueckenstrasse 6, 8 Munich 22, Germany, and is open Monday to Friday, from 10 a.m. until 4 p.m.

The official prognosis for next year reflects hope that a relaxation of the overstrained economy will occur, partially as a result of new restrictive fiscal policy measures discussed below. Thus, 1971 expansion of GNP in real terms is seen slackening to a 3-4% growth rate, with GNP in current prices rising by 7-8%. This still implies substantial increases in both private consumption (7-8%) and investment (6½-7½%), rates which pale only in comparison with the 1968-1970 boom years.

Significantly, the Government hopes consumer price increases can be held in 1971 within a 2½-3% range. The cost-of-living this summer is reaching levels nearly 4% over last year. Furthermore, with industrial and wholesale prices 6½ and 7%, respectively, over the corresponding months of 1969, there is concern that increases of this magnitude may eventually work their way forward to the consumer.

Upward trend in public outlays

Behind the overall economic projections lies an even faster rate of increase for public expenditures. The Cabinet's 1971 budget proposal provides for a 12% expansion in federal outlays over 1970. Despite rising tax receipts, a budgetary deficit of nearly DM 10 billion for the Federal Government alone is likely by 1974 in order to allow for financing of planned programs.

Gross wages this year are officially projected to grow by about 16% over 1969, contributing to an upsurge in consumer demand: retailers and wholesalers register growing optimism for the coming months. Given the seller's market and threat of wildcat strikes, fears have been expressed that management may be tempted to accede to excessive wage demands and pass on costs in the form of still higher prices, rather than accept the losses involved in a strike. Indeed, polls indicate accelerated price expectations by businessmen for the months ahead. A four-month cushion of order backlogs promises continued high levels of activity and strain on resources.

Recent data also give no clear confirmation of the often prematurely predicted abatement of investment and foreign demand. Domestic orders to the investment goods sector (unadjusted) were in June a respectable 18% over the June 1969 level, while the Bundesbank seasonally adjusted series showed a climb of over 10% from May to June alone. Moreover, exports are up 11% thus far this year, and the trade surplus in the first seven months was virtually identical to that recorded in the corresponding (pre-revaluation) period of last year. The most recent data even suggest a new surge in foreign demand: seasonally adjusted export orders jumped by 9% early this summer. It is too early to judge whether this will prove an aberration, or whether renewed impulses can be anticipated from the foreign sector.

On the other side of the ledger, a growing number of observers profess to see signs that underlying demand is losing strength. The theoretical arguments as to why the German economy should slow down have been advanced from many quarters for about a year now—and they have been consistently proven unfounded by the relentless onward march of the boom, which has caused forecasters repeatedly to revise upward their predictions for both real growth and prices.

These arguments can be bolstered by interpretation of certain items of current data, although the erratic monthly swings of many indicators make extrapolations of seemingly new trendlines at the current juncture a particularly precarious exercise.

Nevertheless, there appears to be a subtle change in the climate—the main question is whether it will prove transitory or cumulative. Research institutes declare that the long build-up in order backlogs may at last have stopped—at least in real terms—and for some branches may now even be declining. Business polls reveal greater uncertainty, and the confidence index of manufacturers registers growing pessimism concerning expectations for the coming months.

The Government decided this summer on several steps to forestall the danger of a "second wave" of price and wage increases in the fall. These measures include (1) a 10% refundable surcharge on corporate and personal income taxes through June 30, 1971, (2) suspension of accelerated depreciation allowances on new investments (except housing) through Jan. 31, 1971, and (3) further postponement of certain tax relief measures originally promised last winter.

Australia still accelerating

Economy has grown steadily over the last two decades despite many disadvantages

Despite weaknesses in agricultural production and marketing, the Australian economy as a whole has recorded another year of strong expansion. This steady growth is expected to continue in the year ahead. During the fiscal and statistical year which closed on June 30 (FY1970), gross national product increased by about 10% despite a drop of 4% in agricultural output. After allowing for price increases, which accelerated as the year progressed, real growth was about 5.5% during the year just past.

The semi-annual Economic Trends Report from the U.S. Embassy in Canberra observes that the good economic performance of 1969 was in keeping with the gradual upswing in Australian economic activity over the last 20 years. Average growth of gross national product at constant prices was as follows: 1950-55 4.0%; 1956-60 4.4%; 1961-65 4.9%; and 1966-70 5.1%.

Australia can look forward to an extended period of good growth. The economic expansion that has taken place, along with improvements in infrastructure and communications, has helped to overcome many of the disadvantages of vast distances, small population, and widely scattered resources. Further growth of Australia's well diversified economy will benefit increasingly from the larger scale of production that is possible and a closer integration of productive facilities.

The U.S. Trade Center in Sydney, the eighth such center operated by the U.S. Department of Commerce around the world, opened in June. The initial show on computer graphics and data communications equipment was a resounding success. It reflected a positive interest in Australia for modern technology from the United States, particularly that offering advantages of time and cost saving. A large number of companies are interested in using the Center's facilities for between-show promotions. The Center provides a strong supplemental trade promotion medium to complement the companies' own efforts.

Research has shown excellent sales potential in the field of automated business equipment, which is to be featured in the next show opening Sept. 21, 1970. Later exhibits will feature areas of greatest sales potential, such as biochemical test and control equipment, microelectronic components, printing and graphic arts equipment, and all sorts of instrumentation for medical diagnosis, minerals exploration and processing, and industrial process control. The Trade Center seems to be one of the best trade promotion tools to increase U.S. sales in Australia and to assist American exporters to participate in the strong growth in industry and mining that lies ahead for Australia.

Will tariff barriers be less?

U.S. exporters of manufactured goods to Australia are often handicapped by high customs tariffs designed to protect domestic producers. The Australian Tariff Board has for some time questioned on economic grounds the wisdom of maintaining domestic industries which can only survive behind very high tariff rates. Despite considerable opposition initially, the Tariff Board seems to be gaining ground. Several of its recommendations for reducing existing tariff rates, notably on textile fibers, have been accepted by the Government and put into effect.

The chances seem good that excessive rates of tariff protection on more goods will be reduced, but this process will probably be slow due to limitations on manpower available to the Tariff Board. Moreover, Australian tariff policy will undoubtedly be protectionist for the foreseeable future. The Tariff Board is thus far concerned only with eliminating excessive protection.

Preferential tariff rates on Australian imports of manufactured goods from the United Kingdom and British Commonwealth countries also puts U.S. exporters at a disadvantage. It seems likely that tariff preferences between Australia and the United Kingdom will be withdrawn if the United Kingdom is successful in its

Government report predicts continued growth

The recent rapid growth of the Australian economy, reported by the U.S. Embassy in Canberra in the accompanying article, is expected to continue through the current fiscal year, according to a White Paper recently released by the Australian Federal Treasury.

For the remainder of fiscal 1971 the Treasury predicts that the restraints on spending imposed by the tightened monetary conditions of April to June will moderate and spending for housing construction and related activities will increase. Exports, particularly of minerals and manufactures, will rise during the year, although the increase will be less than the 25% jump that was achieved last year. Prospects for rural exports will remain uncertain, and wool and wheat may continue to encounter low prices and shrinking markets.

The level of imports will depend mostly on trends in domestic demand. Prospects are that imports will again grow less rapidly than exports, as they have in the past two fiscal years. Imports of petroleum, in the past the largest import item, are expected to fall sharply as a result of the big increase in oil output anticipated from the Bass Strait fields.

On official capital account there will probably be a net outflow, although smaller than in the last fiscal year since the amount of debt maturing abroad will be less. Prospects for private capital inflow seem better than they were twelve months ago.

The Treasury does not attempt to predict the balance of payments for fiscal 1971. However, with growing exports of minerals and manufactures, prospects are good for maintaining a large surplus in the trading account. Against this, there is likely to be further growth in the net deficit on invisible items. Unless capital inflow falls sharply, reserves should be strengthened. A further allocation of Special Drawing Rights in the amount of $60 million is expected early in 1971, which will add to Australia's reserves of foreign currency.

The White Paper concludes with an unusual direct plea to government and private industry to cooperate to avoid excessive demand, increased imports, and further price and wage increases.

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application to join the European Common Market.

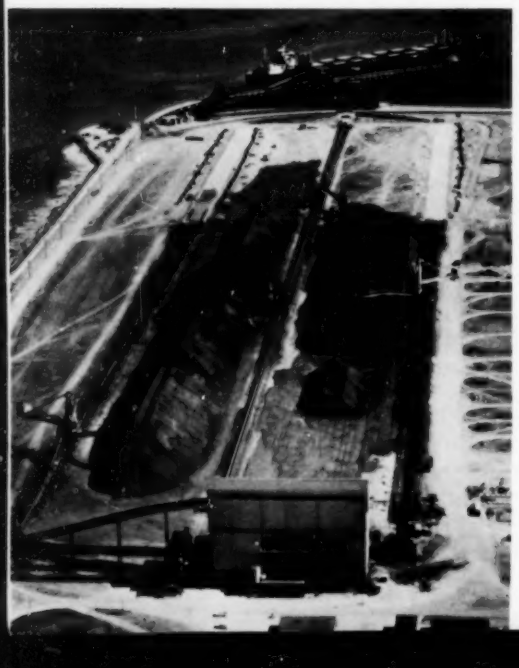
Australia has a very high rate of domestic investment. Funds flowing into investment are equivalent to 27% of annual gross national product. About 88% of gross investment in Australia is provided by domestic savings. Nevertheless, domestic funds still will need to be supplemented from abroad if various economic sectors are to be developed as rapidly as their potential permits.

Investors generally welcome

Australian government policy continues to welcome foreign investment. (Exceptions exist only with respect to a few sectors considered to be in the national interest, including branch banking, radio and TV stations, domestic airlines and public utilities.) However, considerable concern has been expressed over foreign domination of key industries or natural resources. Government policy has, therefore, emphasized a strong preference for domestic participation in new ventures by foreign capital in Australia. As an incentive to this end, the "guidelines," which limit borrowing in Australia by foreign firms, permit proportionately greater local borrowing by firms having Australian equity.

To further assist greater Australian equity in new developmental ventures, Parliament has approved an act to set up an Australian Industry Development Corporation with a capital of $112 million. The act is expected to be promulgated soon. The Corporation will assist Australian firms or individuals to obtain capital for investment in Australian projects. It will borrow funds abroad or in Australia to relend for such purposes. The AIDC may also take a direct equity interest in domestic ventures under certain conditions.

EXPORTS OF IRON ORE helped make FY1970 a banner year for Australian trade; exports of all goods rose 23% to $4.6 billion. Here, a view of the Mt. Newman port and ore-handling facilities.



The rise in economic output has been spread widely, although not evenly, through industry. Building materials, motor vehicles, many household appliances, and some clothing items show the strongest gains in production. The growth is particularly strong in the fast-growing minerals sector. Coal, nickel concentrate, natural gas, and crude oil production are registering particularly large production increases.

All sectors of demand remain strong. Consumer incomes have risen about 12% during the past year. Personal consumption expenditure is growing faster than during the two previous years. Retail sales are now about 9% ahead of last year. Private fixed capital outlays are about 11% higher than last year, with increases in all areas except farming. Large and varied construction in the mining sector is about 16% above a year ago. Activity in residential and nonresidential housing severely strained available resources during the past year; this sector has more recently felt the impact of tighter money but is still very buoyant.

The number of employed persons rose by 4% during the past year, compared to an increase of 3.4% for the previous year. Employment is rising faster than population growth, and the number of married women in the labor force continues to increase substantially. Employment remains tight. The number of persons registered as unemployed is about 1% of the estimated work force.

Job vacancies slightly exceed the number of unemployed although this disparity has eased slightly during the past few months. A high level of overtime work in factories continues. Labor relations have been marked by widespread pressures for higher wages and benefits and by frequent work stoppages of relatively short duration for a number of reasons. Average weekly earnings in industry are about 9% higher than a year ago.

In the fiscal year ending June 30, Australia showed a surplus of $40 million on the balance of payments. The trade balance improved notably to produce a surplus of almost $400 million. This was partially offset by a larger deficit on invisibles. Capital inflow apparently lagged early in the year, but picked up sharply, influenced partly by higher domestic interest rates. Net capital inflow during FY 1970 was about $980 million, nearly $300 million less than the previous year. This decline was largely due to an outflow of $180 million on government capital account in contrast to an inflow of $80 million on that account in the previous year.

Prosperous market

Australian income per capita is the fifth or sixth highest in the world. Opportunities for sales of U.S. exports are therefore most promising. The best prospects are in many lines related to development of Australian mining and manufacturing industries. These include excavating and materials-handling equipment; transportation equipment; air conditioning and refrigeration equipment; business machines; industrial controls and instrumentation; pumps, valves and compressors; and food processing machinery and equipment, as well as engineering and technical services.

FY1970 was an excellent year for Australian trade; the value of exports increased by 23% to $4.6 billion. Exports of coal, iron ore, iron and steel, and nonferrous metals increased very rapidly as a result of both substantial increases in volume and better prices. Exports of manufactures also showed good gains and the value of agricultural exports rose. Large increases in the value of meat and wheat exports more than offset smaller returns from exports of wool and sugar.

Imports rose to $4.3 billion, an increase of 12%, only about half the rate of increase of exports. The rise in imports was widely distributed, but was most notable with respect to electrical and other types of machinery and transport equipment.

Exports to the United States increased by 16% to $624 million while imports from the United States increased by 9% to $1,081 million, or just under one-fourth of total Australian imports.

Budget aims at stable growth

The Commonwealth budget was presented to Parliament on Aug. 18 with estimated receipts and expenditures approximately balanced at $8.8 billion, 11% larger than last year. The Commonwealth Treasurer said that the proposals made up a responsible budget. With economic activity close to the limit of resources, the Budget was designed to avoid upsetting the economy either by adding to inflationary pressures or slowing down output.

Within this framework, nevertheless, provision is made for a reduction in the income tax burden on the lower and middle range of personal incomes. A reduction

of 10% on the tax on incomes less than $10,000 was provided. A progressively smaller reduction of tax rates applies on incomes above that amount and up to $32,000.

The revenues lost by this reduction (nearly $300 million per year) would be largely recovered by higher rates for several indirect taxes. The tax on company income will be increased by 2½ percentage points to 47½%. Sales tax on automobiles, radios, television sets, cosmetics, jewelry and some other items will be increased from 25% to 27½%. Higher duties and taxes will also be applied to tobacco products, wine, and petroleum products.

Australian budget contains higher taxes, duty rates

The recently-announced Australian Government's budget for fiscal 1971, covering the twelve-month period which began July 1, provides for an appropriation equivalent to $8.8 billion. This figure is 11.2% higher than fiscal 1970, and includes larger outlays for defense, social welfare, subsidies and payments to rural industries, and external economic assistance.

Revenue-sharing with the States, which has obviated state income taxation since 1942, is now more than one-third of the Commonwealth budget. Provision was made in the budget for a progressive reduction in personal income tax rates, to be effective Oct 1. This is offset by increases in company taxes, some sales taxes, and certain customs and excise duties, which became effective on July 1, 1970.

The tax rate for public companies having a taxable income of over $A10,000 (U.S.$11,200) rose 2½ percentage points to 47.5%, and the tax rate for private companies also increased 2½ points to 42.5%. Sales taxes on automobiles, TV sets, jewelry, cameras, cosmetics, and other luxury goods are up from 25% to 27½%. Imports are assessed sales taxes on the duty-paid value increased by 20%.

Taxes on personal income up to $A10,000 (U.S.$11,200) will be cut about 10% on October 1. The percentage reduction will gradually taper off, with no reduction provided for the income brackets of $A32,000 (U.S.$35,840) and over.

Belgian economy, buoyed by big infusions of foreign investment, continues at high level of activity

Strong export demand that fueled 1969 boom is weakening but expanding capital inputs are taking up the economic slack

The Belgian economy continues at an extremely high level of activity. Official growth estimates for 1970 are above target rates although less than last year—a growth rate of 5.5% in 1970 compared with 7% in 1969.

The semi-annual Economic Trends Report from the U.S. Embassy in Brussels points out that the economy is currently characterized by a high utilization of productive factors, a slight slowing down of the rate of expansion in industrial activity and of demand from abroad, increasing personal consumption, and a lively demand for investments.

The export boom of 1969 carried over into 1970. The balance of payments continues in surplus, the Belgian franc remains strong, and foreign exchange reserves have risen.

Exports from January to May were 18.3% higher than the corresponding period of 1969, but the increase is largely attributable to price increases of a number of important exports (steel, nonferrous industry). The volume of 1970 exports for this same period went up only 0.9%. Imports in 1970 have increased 15.6% for the first five months.

Belgium's trade remains heavily oriented towards its Common Market partners. Belgian imports from Germany, its principal trading partner, increased 32.7% in early 1970 despite German revaluation last year, but the rate of expansion of exports with France slowed substantially, possibly as a result of the French devaluation.

The trade picture for the balance of 1970 is uncertain because it is heavily dependent on policies of other countries. The export surplus of $129.3 million during the first five months resulted mainly from orders placed in 1969. Since February, export orders have dwindled.

The United States enjoys a slightly favorable balance of trade with Belgium but the U.S. share of the Belgian market declines steadily as Belgian trade with other European markets expands.

Principal categories of Belgian imports from the United States in 1969, in millions of dollars, were electric machines, 143.8; common metals, 97.0; grains, 94.6; chemicals, 85.0; transport equipment, 69.1; precious stones, 52.5; mineral products, 46.4; and textiles and textile products, 43.9.

Belgian exports to the United States in 1969, in millions of dollars, included common metals, 233.3; precious stones, 126.9; transport equipment, 122.0; textiles and textile products, 52.6; chemical products, 29.8; and electrical machinery, 31.0.

U.S. direct investment in Belgium during 1969 totalled $221.7 million, primarily due to a projected refinery at Feluy, south of Brussels, and a petrochemical complex. This was the highest volume of U.S. investment in Belgium since 1965. It also showed a substantial increase over 1968 investments of $59.4 million, the first year of restraints on U.S. direct investment overseas. Belgium investment from outside during 1969 reached a record of $666 million compared with $198 million the previous year.

U.S. annual investment averaged 70%

Market is expanding

The current high level of economic activity in Belgium should permit increased opportunities for sales of American manufactured products. Suggested areas are electronic parts and components, agricultural machinery, measuring instruments, plastics, earth moving and excavating equipment, and machine tools.

In addition, the high level of prosperity in Belgium provides increasing opportunities for consumer goods imports. Supermarkets and chain stores are being set up, providing better outlets for mass merchandising.

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of all outside investment in the period from 1959 to 1967. Although the United States retains its position as the principal foreign investor in Belgium, in both 1968 and 1969 the coefficient of U.S. investment averaged about 30%. Current U.S. investment as a percentage of total foreign investment in Belgium is higher than that of any of the Common Market countries.

During 1970 the major fields of investment were the chemical, oil, petrochemical, paper, textile, and metal industries. This high volume of U.S. investment in Belgium reflects the fact that Belgian laws and regulations have greatly encouraged investment from all countries, including the United States. In the spring of 1970, however, a new law was introduced in the Belgian Parliament that contains a provision requiring prior approval from the Belgian Government in cases when non-Common Market investors seek to acquire 33% or more of the stock of a Belgian firm with assets above $2 million. This draft legislation has not yet been passed by Parliament but it will be debated once again when the legislature reconvenes in October.

Of interest to American investors in Belgium is a new double taxation convention signed on July 9 between Belgium and the United States. The convention has been sent to the U.S. Senate for ratification.

The introduction of the tax on value added (TVA), a new tax system being adopted by all Common Market countries, is now scheduled to take effect Jan. 1, 1971. In June the Government announced the assignment of rates (6%, 14%, 18%, or 25%, depending on the good or service). The rates were lowered from those originally assigned so that the direct effect of the TVA on consumer prices is now predicted at less than 2%. The overall rise in consumer prices, including ordinary price rises and the TVA effects, may thus be kept below 6% for 1971.

In addition to the unsettling effects expected from the introduction of the TVA, a tax—probably less than 1%—will be imposed on exports.

The export tax, considered a temporary measure, would help to fill the revenue gap aggravated by the introduction of the TVA. Belgian Government expenditures have been growing at a rate greater than GNP and Common Market officials as well as other observers have recommended that the Government hold down expenditures, especially in the coming months, during the period while the TVA is being introduced. The public debt is a burden on the monetary market as the National Bank exerts pressure on the Belgian commercial banks to participate in its financing.

Industry shows gains

Official estimates of this year's growth in industrial production are close to 10% over 1969. The percentage of utilization of productive capacity fell only slightly from the high of 87.2% in October 1969 to 86.3% in January 1970.

In the energy sector, coal production, in part because of strikes, dropped to 4,465,000 tons during the first five months of 1970, or 25% less than for the comparable period of 1969. The drop in production has been accompanied by a steady decline in the number of workers employed in the mines and also a steady decline in stocks. Electric power consumption in the first quarter of 1970 was 8.7% over 1969.

Iron and steel production in May broke all previous records—49,288 tons a day. The metal fabrication industry in the early months experienced a surge of orders, particularly in naval equipment, agricultural equipment, aviation parts, and telephone equipment. But by May, orders in the metal fabrication industry had declined to a level lower than the 1969 average, the decline reflecting a reduction in foreign demand.

The one sector that has experienced unusual difficulties is construction. A sharp surge in construction permits of all types took place in 1969 but the market picture changed in 1970. Provisional data reflects a continuing boom in construction used for industrial and business purposes. However, the demand for private dwellings and apartment buildings has declined. High interest rates and the general credit squeeze are the cause of these difficulties.

The economic boom of the past two years has created a situation of virtually full employment in Belgium. Unemployment in the summer of 1970 is substantially below that of 1968 and 1969. The remaining unemployed persons are poorly qualified even for work in the construction and textile sectors. Bottlenecks exist, particularly in certain skills and localities, and should be taken into account by new industry.

As a result of the full employment situation, wage increases accelerated last year. The index of industrial workers' wages at the end of March 1970 was 10.3% over March 1969. A new two-year agreement signed in March between employers and the construction unions called for an immediate salary increase of 6%, and another of 4% in February 1971.

Price increases in Belgium generally are less than those for its Common Market partners. Domestic price increases of April/May 1970 over April/May 1969 were: wholesale price of finished industrial products, +5.6%; wholesale price of agricultural products, 1.3%; and consumer prices, +4.1%. The wholesale price index was strongly influenced by an 18.1% increase in the price of metals and metal products. The consumer price increase was 7.3% for services, 4.9% for food, and 2.4% for non-food. The increased prices of services accelerated in early 1970, a trend that is expected to continue.

There was a deceleration in domestic demand beginning in November 1969, a few weeks after the decision to postpone the introduction to TVA until Jan. 1, 1971. For example, textile orders began to drop in November. The registrations of new automobiles began to drop in November 1969, a factor clearly related to the suspension of the TVA, and well in advance of governmental restrictions on consumer credit instituted on Feb. 1. Many of the adverse effects have now passed.

METAL FABRICATION SURGED in early 1970 but activity is now slowing as a result of fewer foreign orders; the same trend is evident in other indutries. Here, a sheet metal rolling-mill in a Liege plant.

Recovery in agricultural output, large foreign investment outlays lift Dominican Republic economy

Four years of political stability and economic improvement are attracting new investors; imports are up over 20% this year

Strong increases in agricultural production, exports, imports, power consumption and government revenues and spending indicate that gross domestic production in the Dominican Republic will rise, perhaps 6 to 7%, in 1970—almost as much as last year. With such continued recovery, real per capita income would be almost equal to the level reached in 1964. The main impetus to present growth is the recovery of production of traditional agricultural crops to levels attained in the early 1960's. A further push is being supplied by some large foreign private investment expenditures, notably that of the Falconbridge Co. in a ferronickel mine and processing plant.

The semi-annual Economic Trends Report from the U.S. Embassy in Santo Domingo observes that the economy is improving on momentum already accumulated. Large expenditures for the construction of the Tavera and Valdesia hydroelectric and irrigation dams, partly financed from foreign loans, and equally beneficial local cost expenditures by foreign direct investors should help prevent any significant loss of momentum.

Monetary authorities decided at midyear to extend, until July 1971, the official exchange control system applied to certain imports. The control system is designed mainly to limit purchases of luxury items among durable and nondurable consumer goods and to protect some manufactured goods that are being produced domestically.

The direct controls operate by the denial or rationing of official exchange (within the Dominican banking system) for listed imports. Persons having their own exchange (i.e. outside the Dominican banking system), however, may import almost anything. Such imports are now entering at about an $18 million annual rate. Unprocessed or bulk agricultural commodities may be imported only under a license that the importer must obtain from the Secretariat of Agriculture.

Dominican authorities have removed the import deposit requirement on certain imports and the tax on automobiles having an f.o.b. value of $2,000 or less. (The tax remains effective on more expensive cars.)

The exchange conversion delay for collection of import payments is likely to remain between five and six months. Exporters can avoid this delay by insisting on use of letters of credit or privately held exchange.

Competitors are edging in

Production and income gains chalked up in 1969 and further gains this year are widening and deepening the Dominican market, but Japanese and Western European competitors appear to be pushing into some of the more rapidly growing sectors of the market, such as small cars, trucks, tires, small generators, pumps and pharmaceuticals. They have demonstrated willingness to provide credit and adapt their products to the needs of the Dominican market. While U.S. exporters usually are best able to supply the market on shorter notice, some competing exporters appear to have decreased delivery time on a number of products.

Imports are rising

Total imports, already showing a 26% increase over the first half of 1969, are expected to reach at least $250 million by the end of 1970 for an increase of almost 20% for the full year. Data on the composition of imports indicate that durable and non-durable consumption imports are rising most rapidly.

Medicines, pharmaceutical products and milk products are rising fastest among non-durable consumer imports; sewing machines, tools, and vehicle spare parts among durable consumer imports; inputs for the food, tobacco, beverage, packaging and construction industries among raw material imports; and, spare parts in general and equipment for the construction industry among capital imports.

Four years of relative political stability and economic recovery have created new investment opportunities. Several large investments are already being made or are about to be made. While special factors probably influenced the investment decision in each case, only one of them, the huge Falconbridge investment, is not directly influenced by the trends and prospects of the domestic market.

The greatest potential for additional foreign investment in the near future probably lies in tourism and export industries. The Government has passed a law to regulate the tourism industry and a law providing for the establishment of a Tourism and Hotel Industry Development Corp. with powers to help finance investments. In June the Congress nullified a law dating from 1937 that prevented the Government from leasing small islands adjacent to the Dominican Republic. A number of tourism investment plans have reached their final stages, signaling the start of a possibly rapid rise in development of the tourist industry.

Investment opportunities also appear to be opening up in export-oriented industries, especially those located in industrial customs-free zones, that would process Dominican foodstuffs, or engage in light manufacturing for export. The Dominican Industrial Development Corp. and Arthur D. Little, Inc. recently completed a series of prefeasibility studies of such industries.

Both present and future investors are likely to face long "red-tape" delays in obtaining Government and Central Bank approvals. Government policy on private foreign investment is not yet clearly defined or set forth in laws and regulations that are strictly applied in practice. A broad consensus in favor of foreign private investment is lacking. It is eventually accepted, however, if it would have a clearly positive net balance of payments effect and do no injury to operating or prospective Dominican businesses.

Dominican authorities are continuing to give thought to the desirability of joining a regional trade group such as the Caribbean Free Trade Area or the Latin American Free Trade Area thereby, perhaps, providing more scope for the development of manufacturing and minor exports. Several exploratory talks have already been held, especially with government leaders of countries in the Carib-

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bean basin. The Government's continued active interest indicates that a positive decision may be made.

One agricultural production gain over the up-beat performance of 1969 is already certain. Raw sugar production, the country's most important output indicator, had already surpassed, by mid-July, production in all of 1969. All other major export crops, coffee, cacao, and tobacco as well as rice, the most important crop for domestic consumption, are expected to hit higher levels in 1970 than in 1969. In fact, the Government now has on its hands excess stocks of rice at present prices. All these and other production gains may push total agricultural output up by as much as eight or nine percent.

Construction of the nearly $200 million Falconbridge Dominicana ferronickel complex is proceeding somewhat more slowly than was expected. This project, nevertheless, will account for a large portion of the import increase expected in 1970 as well as for most of the direct investment foreign exchange inflow to cover local costs. Construction is expected to get under way on the $30 million Shell refinery project toward the end of 1970 at the earliest. Several firms that had announced their intention to establish plants in the La Romana industrial customs free zone (operated by Gulf and Western) have not yet moved in although plant shells are under construction. One of two new milk product plants, Nestle-General Milk (Carnation brand), is expected to be completed on schedule by the end of 1970.

Continued government efforts to improve tax collections, rising imports (and, therefore, import tax collections) and the possibility of new taxes all suggest that revenues are likely to strengthen relative to spending for current operations.

The balance of payments surplus of $12.3 million in the first five months of 1970 may be partially erased by December. Earnings from all major exports are up strongly over 1969 through the first five months and are expected to be greater at year-end than in 1969, although this expectation is partly dependent on further U.S. quota allocations.

The other major factor affecting the balance of payments outcome is the trend of imports to be covered by official foreign exchange. The decidedly upward trend visible as of mid-year is an expected response to agricultural recovery and rising incomes that got firmly under way in 1969. What is not clear is the precise slant of the official exchange import trend. If it is much greater than about a 10% annual increase, the balance of payments gains achieved so far this year may disappear.

Sierra Leone economic prospects dimmed by lower diamond export earnings and political uncertainties

Nation's cash flow dwindles as a result of diamond depression; future role of Government in private enterprise is not clear

Last year was a relatively good one for the Sierra Leone economy according to the annual Economic Trends Report from the U.S. Embassy in Freetown. In no small part this was the result of a sharp increase in exports of diamonds, the largest single contributor to the cash economy and to government revenues. At the beginning of fiscal year 1971, however, the outlook is not too favorable because of political uncertainties and declining diamond export earnings.

Despite the Sierra Leone Government's expressed policy of encouraging foreign investments, it is not likely that many potential investors are going to be attracted to Sierra Leone during, at least the remainder of this year. The Government says it wants outside investment in the private sector, but the actions and pronouncements of government officials have given rise to some questions about government policy in this regard.

Big investors show little interest

Even under the best of circumstances the country has not yet proven to be a magnet for sizable ventures by outside investors. Manpower skills and material resources are in short supply and the small market afforded by a population of only some 2½ million people, most of whom are subsistence farmers, does not provide enough scope for large-scale industries or a sufficient market for intensive activity in sales of consumer products.

American investments have been limited largely to a rutile mine, participation in a small oil refinery, partnership with the Government in a flour mill, distribution of petroleum products, a diamond cutting and polishing factory, and tuna processing and export. Great Britain continues to provide stiff competition for the trade and investment opportunities that do exist in Sierra Leone.

Obviously the opportunity for American investment would be greatly enhanced if exploration revealed substantial deposits of oil off the coast of Sierra Leone. Two American companies, Clinton International Oil and Interocean Oil, have been issued exploration licenses, and seismic operations have begun in the waters over Sierra Leone's continental shelf. A license for the one remaining lease area could go to another American firm. In addition to full exploration rights, the licenses give each prospecting firm exclusive rights to drill in 50% of the area encompassed by the terms of the license. The oil companies are fully aware that the Government of Sierra Leone intends to participate in any eventual production. But in spite of this, and even though the extent of taxes and the Government's share of profits are open questions, the oil companies are interested enough to bear the cost of licenses and the expenses of exploration activities.

Tourism has possibilities

The beauty of Sierra Leone's beaches and the tourist attractions of West Africa as a whole could be sufficient inducement for investments by American tourism firms. Some have already shown interest, although no investments have been made. One hurdle to be overcome is that the infrastructure for tourism—hotel accommodations, trained service personnel, and transportation to Freetown from the airport and to some attractive areas somewhat removed from Freetown—is in a rudimentary state. Initial private investment would have to be fairly high, and the Government would have to bear some costs which it might be hard-pressed to meet. Investments may not be forthcoming in the year ahead, but long-term prospects for tourism could be good. Sierra Leone has been included in a recent survey of tourism potentialities in West Africa by an American firm.

Although most of Sierra Leone's people are subsistence farmers, the mainstay of the cash economy is diamonds. An estimated 50,000 persons are engaged in diamond mining, both legal and illegal. Diamonds account for two-thirds or more of the country's exports and about 20% of the Government's revenues. Sierra Leone's

dependence on diamonds is even greater than these figures imply, for the cash flow generated by purchases of the stones has a marked effect on consumption of both locally-produced goods and imported items. If the money realized from diamond sales diminished appreciably, the economy would be hurt and the Government's recurrent and development programs, which are financed to a large extent by import duties and excise taxes, would suffer as well. Sierra Leone, like any other nation having a narrowly-based economy, depends on the strength of the world market for its primary product.

Diamond downturn hits economy

Mainly because production was up and purchases by the Government Diamond Office, the country's only legal exporter of diamonds, were at an all-time high of $40.5 million in 1969, the economy was relatively healthy. Unexpectedly high import and excise revenues stemming from the increased flow of cash put the Government in good financial shape. However, two adverse developments at the beginning of this fiscal year raise questions about the months to come: a world diamond market depression and falling diamond output.

A switch from left-hand to right-hand driving patterns is scheduled for March 1971 and could create a possible market for compact American cars. However, European car dealers are well entrenched in Sierra Leone and American cars would have to be marketed very aggressively to gain much of a share of the market. If American automobile companies are to enter the Sierra Leone market, they will have to be prepared to provide service and spare parts.

The Government has reiterated its intention to encourage private foreign investment. The Development Ordinance of 1960 provides that investors may be granted tax holidays for up to five years and certain equipment and materials may be imported duty free. The Government has also stated that capital and dividends may be repatriated. While the Government's inducements are not as attractive as those of other African countries, such as the Ivory Coast, they manifest an apparently positive attitude about foreign investment. On the other hand, during the past fiscal year the Prime Minister has made some policy statements which could presage more direct involvement by the Government in the mining industry and possibly other businesses.

The Government has been negotiating with the Sierra Leone Selection Trust on the terms by which the Government will acquire majority ownership of the company. Negotiations with other mining enterprises (iron, bauxite, and rutile) have not begun. The basic intent of the Government's policy is 51% ownership but the policy may be implemented flexibly and its terms may be equitable to the companies involved. Nevertheless, this move by the Government has caused some potential investors to be wary. This is also true of parliamentary legislation prohibiting foreigners from engaging in certain businesses (travel agencies, laundries, pharmacies) in which Sierra Leoneans are actively engaged. The Government has, however, shown that it does not intend to interpret this legislation rigidly.

U.S. has trade surplus

The dollar value of U.S. exports to and imports from Sierra Leone never has been very large. In 1969 the United States exported goods to Sierra Leone valued at $7.2 million. In turn, Sierra Leone sold $3.8 million worth of products to the United States.

American purchases from Sierra Leone have been concentrated in rutile, diamonds and coffee. Sierra Leone imports from the United States have consisted mainly of wheat, wheat flour, vegetable oils, rice and machinery parts. The same general pattern of commodity trade should persist.

Country has calmed down

The first year after the return to civilian rule in April 1968 was one of considerable political instability and general unrest in the country. But since then, the Government of Prime Minister Siaka Stevens has enjoyed a period of relative political calm. A cloud, though, is beginning to loom over the present tranquility. Mr. Stevens has voiced his intention to dissolve Parliament and hold elections late in 1970.

Although his political party, the All Peoples Congress, won significant victories in recent parliamentary by-elections and in Freetown's municipal election, a number of factors—the formation of a new political party; continued high unemployment; the not unusual, in a developing country, discontent with incumbent political leadership—have cast some uncertainty about the continuance of political stability in Sierra Leone. This uncertainty may be groundless. However, some observers believe it has already caused some merchants to hold larger inventories than usual and to defer any sizable purchases until after the elections.

The fiscal 1971 budget embodies a continued moderate and fiscally sound program of government spending. In tone it is very similar to the past two annual budgets, which have helped improve Sierra Leone's internal and external financial situation. Aided in no small measure by increased diamond exports, last year the Government was able to meet the objectives of its recurrent budget, invest a reasonable amount of money in its development program, and end the year with a small budgetary surplus.

Increment to exchange reserves

Sierra Leone had a balance of payments surplus of about $9.6 million and foreign exchange reserves at the end of June 1970 were approximately $47 million. If imports do not rise unexpectedly and the Government continues to resist pressures for contractor-financed development projects, it should be able to maintain a favorable level of foreign exchange reserves. Although government expenditures do not permit dramatic economic progress, their modest scope is dictated by the limited resources available and may help keep inflation within reasonable bounds.

One additional factor will help the Government and should have a long-term beneficial effect on the economy. Repayment of the principal and interest on loans and on the IMF's standby arrangement peaked in fiscal 1970. From a high point of $13.5 million, debt servicing will drop in the current fiscal year to about $9.7 million.

Sierra Leone's National Development Bank has been capitalized to the tune of around $3.6 million, but to date less than $200,000 has been made available for loans to Sierra Leonean entrepreneurs. Given the unfavorable economic portents for the near future, it does not seem that the National Development Bank is likely to find many new investment prospects to support.

Several months of heavy rains each year are a fact of life in most of Sierra Leone, but last year's downpour was unusually severe. Agriculture suffered; most notably, progress toward achieving self-sufficiency in the country's basic staple, rice, was interrupted. In fact, rice production decreased compared to the previous three years.

Sierra Leone's economic development program emphasizes road building and education. However, modest agricultural projects are beginning to show some results and should bring more improvements in the future. This year should see, unless bad weather intervenes again, an increase in Sierra Leone's agricultural production.

XUM

Eximbank-backed exports jumped 90% during 1970 fiscal year

Unit's activities supported $5.5 billion in U.S. overseas sales; recent activity promotes shipment of $432 million more

The Eximbank's direct loans, guarantees and insurance supported a total of $5.5 billion worth of U.S. exports during the fiscal year which ended June 30. This represents a 90% increase over the $2.9 billion of 1969, according to Eximbank Chairman Henry Kearns.

Authorizations included 150 direct loans totaling $1.6 billion to 49 countries to support some $3 billion of U.S. exports. The balance of the authorizations included were discount loans to U.S. commercial banks of $584 million, export guarantees of $612 million, export insurance of $1.1 billion, consignment insurance of $1 million, and a $75 million commodity credit.

Since June, further Eximbank loans and guarantees have helped to finance the export of over $432 million worth of U.S. goods and services. The loans will be repaid at an annual interest of 6% on the outstanding balances. They are summarized below.

A $7 million credit will finance 36% of the cost of **Algeria's** first aircraft purchase from the United States. The two Boeing 707-200's will be used to improve direct service to Europe.

A $7 million loan and a $7 million financial guarantee will pay 100% of the cost of U.S. goods and services needed in the expansion program of a private **Argentine** steelmaking firm. The company, Establecimientos Metalurgicos Santa Rosa, already supplies 60% of Argentina's market for special steels. An Argentine-Government-owned steel firm which is the nation's largest producer of steel will use a $10.55 million Eximbank loan and a guarantee of a commercial bank loan for the same amount to buy $23.6 million worth of U.S. machinery, equipment, materials and services.

Bahamas Telecommunications Corp., a semi-autonomous government agency, will buy U.S. HF, VHF and tropo-scatter radio carrier channels and associated electronic equipment, outside plant, subscriber apparatus and other supplies with a $3.8 million loan and $3.8 million guarantee.

Brazil has been particularly active, receiving help for six separate projects: an $8.6 million loan and a $9.6 million financial guarantee which will cover 80% of the cost of three Boeing 727s with related spare parts being purchased by the Cruzeiro do Sul airline; another airline, VARIG, has received an $11.5 million credit toward purchase of four 727s valued at $30 million; two relending credits totaling $11 million to back 90% ot the cost to small and medium-sized private enterprises of U.S. equipment and services; a $2.7 million loan and $3.3 million guarantee covering the $6 million U.S. participation in a salt terminal construction; a credit and financial guarantee of $478,696 each to help finance the purchase of $1.2 worth of U.S. mining equipment; and a credit and financial guarantee of $405,000 each to pay 90% of the cost of $900,000 worth of U.S. machinery and related services required to expand a tubing firm's productive capacity to include electricweld steel tubing.

Canada's Similkameen Mining Co. received a $9 million credit, which will pay half the cost of U.S. equipment to be used in developing an open pit copper mine near Princeton, British Columbia.

Identical credits and financial guarantees of $900,000 apiece will pay 90% of the cost of U.S. goods and services purchased by a private **Colombian** firm for the expansion of a petrochemical plant.

A $500,000 relending credit will pay 90% of the cost of U.S. agricultural and industrial equipment bought by small and medium-sized **Costa Rican** private firms.

Still another relending credit, this one for $2 million, will go on the same terms to a private **Honduran** development bank.

A $2 million loan will help a U.S.-**Greek** joint venture build a polyester filament manufacturing plant in Greece. Total purchases in the United States for the plant are expected to amount to $4.5 million. Chemtex Fibers of New York is joining ETMA Artificial Silk Co. of Athens in the undertaking.

The Government of **Israel** will pay 45% of the cost of a $12 million shipment of U.S. soybeans with a $5.4 million Eximbank credit. Israel's Industrial Development Bank is also receiving $5 million which will pay half of the cost of U.S. purchases by small and medium-sized public and private buyers.

The **Italian** steel firm, Italsider of Genoa, will use a $55 million credit to pay half the costs of U.S. goods and services required for expansion of its facilities. Exim has also offered to provide financial guarantees of loans financing the balance of the cost. Most of the purchased items will be in expanding Italsider's plant at Taranto.

Japan's All Nippon Airways (ANA) will use a $28.8 million Eximbank loan to finance 36% of the cost of eight Boeing 727s and three Boeing 737s, with related spare parts and services. ANA will make a cash payment of $16 million, or 20% of the $80 million purchase price.

A $1 million credit will help General Popo, S.A. of **Mexico** pay for $2.3 million worth of U.S. goods and services needed to expand a Mexico City tire plant. General Tire and Rubber, of Akron, is a substantial stockholder in General Popo. Another Eximbank credit, for $1.3 million, will help a private firm which is Mexico's largest maker of foundry products pay for $2.6 million in U.S. goods and services to be used in building a malleable iron foundry.

Morocco's national airline will apply a $2.7 million loan toward purchase of a Boeing 727-200 jet. Royal Air Maroc will make a cash payment of $1.5 million, or 20% of the purchase price. A loan for $2.1 million and a loan guarantee for the same amount will help Morocco's state mining firm purchase $5 million worth of U.S. equipment, materials and services required to build an iron ore concentration plant and pellet plant.

A privately-owned **Netherlands** charter airline has received a $1.7 million credit which will finance 36% of the cost of a DC-9 jet plane. The borrower will make a cash payment of $2.82 million, or 60% of the total cost.

Pakistan International Airlines Corp. (PIA) will apply a $12.5 million loan toward purchase of three Boeing 707-320C jets, with spare engines and parts, valued at $31 million. Founded in 1955 to link East and West Pakistan, PIA now runs scheduled flights to several cities in Asia, the Middle East and Europe.

An Eximbank loan and guarantee totaling $5.88 million will cover the costs of a paper board machine, related facilities, and services from the United States required for expansion of a **Venezuelan** paper mill.

Zambia Railways will apply a $4.3 million credit toward purchase of 23 diesel electric locomotives, 23 vigilance controls, 23 overspeed controls, and other spare parts and tools from the General Electric Company. Total price of the transaction will be more than $7.1 million.

World Bank Group achieving ambitious lending targets; topped $2 billion in fiscal '70

World Bank committed $1.58 billion in 69 loans to 39 countries; IDA provided $606 million in credits; IFC invested $112 million

The World Bank Group committed more than $2 billion for economic development projects during the fiscal year which ended June 30. The Annual Report of the Bank and its affiliate, the International Development Association (IDA), records new peak levels of lending by all three members of the Group—the Bank itself, IDA, and the International Finance Corporation (IFC).

The year's commitments in member countries totaled $2.298 billion, made up of 69 World Bank loans totaling $1.58 billion to 39 countries; 56 IDA credits totaling $606 million to 33 countries; and 29 IFC investments totaling $112 million in 19 countries. In addition, the Bank lent $100 million to IFC during the year.

Fiscal 1970 was the second year of notable expansion in the World Bank Group's lending activities. Bank President Robert S. McNamara had stated in his September 1968 speech to the Boards of Governors that he believed the Group should lend twice as much over the 1969-73 period as in the previous five years. The Report shows that this target is well on the way to being achieved, with sharp increases in all areas of Bank/IDA financing during the past two years.

In addition to the amounts shown in the table, the year's loans and credits also included one IDA credit of $75 million for industrial imports; the Group's first commitment for family planning, a Bank loan of $2 million; and a number of IDA credits totaling $9 million for project preparation.

IFC is the affiliate of the World Bank that promotes economic development through investments in private enterprise in developing member countries. It broke new ground during the year by investing for the first time in a privately financed international institution operating regionally: ADELA Investment Company, which provides financial and other assistance to private enterprises in Latin America.

The Corporation's net income and profits rose to $10.2 million in fiscal 1970, compared with $7.7 million a year earlier. IFC's average annual return on its portfolio was 9.08% during the year.

Nineteen of the Corporation's investments in fiscal 1970 were in manufacturing, five in development finance institutions, two in mining, two in tourism and one in a telephone company.

As well as sharply increasing its lending operations for physical projects, the Group continued to expand its technical assistance and other activities during fiscal 1970. Many of the year's loans and credits contained allocations of funds for technical assistance, which totaled over $40 million.

A special section of the Report contains an analysis of the problems associated with urbanization in the developing world.

The Bank's gross income for fiscal 1970 was reported at $504 million. At the same time, expenditures rose to a new record of $291 million.

Despite additional costs, the Bank's net income reached a record level of $213 million. After the close of the fiscal year, the Executive Directors recommended the transfer of $100 million of this total to IDA as a grant. Agreement was also reached in July on a third replenishment of IDA's resources at a level of somewhat over $800 million a year for three years, beginning late in 1971.

The Bank's activities during its latest fiscal year took place against a background of much solid achievement, but a number of problems continued to plague the world development effort. The achievements noted in the general introduction to the Report include a 6.7% increase in 1969 in the gross domestic product of the developing countries taken as a group, a 9% increase in their 1969 exports, further new investment in physical infrastructure, and significant increases in agricultural production and advances in industrialization in a number of countries. The Bank also notes the increased ability of the developing countries to make productive use of new external capital, public and private, as their managerial and organizational capacities increase, and as infrastructure projects initiated earlier come into operation.

Against this, the Report notes the persistence of a number of constraints to development which did not significantly diminish during the year. These include problems of many countries' dependence on primary products for export earnings; of access to markets in the developed world for their exports; of domestic resource mobilization and the availability of external funds for new development projects, and of service payments on external debt in the case of some countries.

The urgent need for new and intensified efforts to deal with these problems is sharpened by continuing high rates of

World Bank/IDA commitments

($ millions)

By purpose

	1964-68	1969	1970
Agriculture	124	367	413
Education	31	82	80
Transportation	362	475	661
Public utilities	377	485	654
*Industry	141	241	293

* Excludes industrial import credits

By area

Africa	161	345	443
Asia	486	788	869
Europe	149	180	161
Latin America and Caribbean	310	472	714

population growth in many countries, which put additional strains on already scarce resources.

Nevertheless, the Report affirms the Bank's confidence that the development effort has achieved notable successes and, given the right policies, can continue to do so. It says that the Bank expects its own activities to increase still further.

As evidence of this continuing commitment to activity, the Bank and IDA have recently committed more than $299 million to projects in the developing world.

The loans range from $50 million from the World Bank to help **Iran's** Industrial and Mining Development Bank pay the foreign exchange costs of its industrial promotion efforts over the next two years, to a $380,000 credit from IDA to improve road transport in the landlocked African Republic of **Burundi.**

World Bank loans are usually scheduled for repayment in 20 to 25 years (with varying grace periods averaging about five years), and the current rate of interest is 7%. IDA credits are extended for longer periods, usually 50 years with grace periods of about ten years, and are interest free (there is generally a service charge of ¾%, however).

All imported goods purchased with World Bank Group funds must be procured through international competitive bidding.

Other aided projects include:

A $5 million IDA credit which will help finance a three-year lending program of the Agricultural Bank of **Afghanistan,** the main institutional source of agricultural credit in the country.

A $4.3 million IDA credit for highway maintenance and improvement in the **Central African Republic;**

Revitalizing **Ghana's** cocoa industry with an $8.5 million IDA credit;

A $27.5 million IDA credit for relending to farmers in **India's** State of Punjab to pay for purchases of tractors, tractor implements and harvesting machinery;

Three IDA credits to **Indonesia** will help the irrigation system in West Java's most important rice-producing area ($18.5 million); improve telecommunications between the major islands ($12.8 million), and expand the skipjack tuna fishing industry ($3.5 million);

The **Malagasy Republic** will use a $5 million IDA credit to improve its rice irrigation facilities;

A $20 million World Bank loan will be applied to a $58.9 million project to expand **Malaysia's** electric generating capacity;

Morocco's tourist facilities will be expanded and improved through a $10 million World Bank loan;

The World Bank and IDA are combining to provide $9 million for improving the major highway from the coast to the central highlands of the **Territory of Papua and New Guinea.**

Two IDA credits will help **Pakistan** improve electric power transmission and distribution in the western part of the country ($23 million), and assist an irrigation project aimed at making East Pakistan self-sufficient in foodgrain production ($14 million);

Rwanda's road network will benefit from a $9.3 million IDA credit;

Spain will use a $12 million World Bank loan to begin a reform of its primary and secondary educational systems;

Taiwan also will use a World Bank loan, of $9 million to improve its educational system—at the industrial secondary school and junior college level;

The Port of Bangkok will add four deepwater berths, two shallow berths for lighters, and two cargo sheds with a $12.5 million World Bank loan to **Thailand;**

Tunisia's water supply program, especially in tourist areas, will get a $10.5 million boost from an IDA credit;

A $6.3 million World Bank loan will help **Uruguay** continue its livestock improvement program for a second year. Livestock shipments account for about 85% of the nation's export earnings;

Zambia will use a $40 million World Bank loan to help build a 600-megawatt power station at the Kariba Dam on the north bank of the Zambezi River.

OECD reports big 1969 increase in tourism receipts of members; U.S. income up 16% to $2.1 billion

Organization's tourism committee notes that last year's growth gains, on the order of 10 to 12%, have carried over into 1970

International tourism snapped out of a two-year slowdown in member countries of the Organization for Economic Cooperation and Development last year.

With approximately 120 million foreign tourist arrivals and foreign currency receipts at around $12.3 billion, the overall growth rate of international tourism in OECD countries in 1969 was 10 to 12%. This is in striking contrast with the situation in 1967 and 1968 where, although a few countries were able to achieve noteworthy progress, there was a substantial deceleration in overall tourism growth rates as compared with those recorded in the preceding decade. It appears moreover, that a high rate of expansion was maintained during the early part of 1970.

In European member countries taken together, nights spent by foreign tourists in all types of accommodations, which had increased by only 1% in 1967 and 2% in 1968, grew 10% to 498 million in 1969. International tourist receipts, which had increased by only 2% in 1967 and 3% in 1968, rose by 12% to $9.1 billion.

In Canada, international tourist receipts increased by 10% to $1 billion. In the United States, arrivals rose by 15% while receipts from international tourism increased by 16% to $2.1 billion, which was double the rate of increase in 1968 and four times the rate of increase in 1967. In Japan, the increase in foreign tourist arrivals was 21%, double the rate recorded in 1968 and 1967, while receipts from international tourism increased by 17% to $148 million.

Return to normal

In 1969 there was a return to normal trends in intra-North American tourist flows after the exceptional movements created by Expo '67 in Canada, and a marked improvement in intra-European tourist flows. There was also a substantial improvement in two-way tourist traffic between European member countries and the United States, and between Japan and other OECD member countries.

The number of nights spent by United States residents in Europe and Mediterranean countries, which had fallen by 2% in 1968, rose by 18% in 1969, while arrivals in the United States of visitors from European member countries, which had fallen by 1% in 1968, rose by 10% in 1969. In Japan, arrivals of visitors from other OECD countries rose by 28%, more than three times the rates recorded

in 1968 and 1967. In Yugoslavia, the increase in the number of nights spent by tourists from OECD member countries was twice as large as the absolute increase in 1967 and 1968 taken together.

Available data for 1970, which relate to the early months of the year and cover about 10 countries, indicate a distinct improvement on the corresponding periods of 1969. In Europe, arrivals increased between 21% and 30% in Greece (3 months), Austria (5 months), Portugal (5 months) and the United Kingdom (5 months), and by 12% in Italy (3 months), and 8% in Spain (6 months).

Hotel nights recorded in the first quarter increased by 34% in Italy, 23% in Austria and 13% in Germany. A 7% increase in hotel nights was recorded in Switzerland and in France.

In the United States, arrivals of overseas visitors increased by 28% in the first quarter. In Japan, a high rate of growth was recorded, with arrivals up 37% in the first quarter. The impact of the Osaka Expo was felt immediately with arrivals in March alone up by 67%.

Despite OECD expectations of lower rates of growth in GNP in three of the four main generating countries during 1970 (France, Germany, United States), disposable incomes and consumer expenditure in Germany, United Kingdom and the United States are expected to show higher rates of increase than in 1969, thus stimulating potential demand for foreign travel. In effect, travel abroad from these countries has already grown considerably in early 1970.

The travel by U.S. tourists to Austria, the United Kingdom, Italy, Switzerland, France and Portugal was exceptionally vigorous. Departures of U.S. citizens to Europe grew 31% in the first quarter and are expected to rise by some 20% in the following four months. This trend is corroborated by a 25% rise in two-way North Atlantic passenger air traffic in the first four months of 1970.

International tourism is still very much a growth sector but its growth rate remains quite sensitive to economic and social factors and to government intervention. Tourism within European member countries especially is becoming increasingly sensitive to changes in the growth rates of disposable personal incomes and prices. The stabilization of international tourism in European member countries during 1967 and 1968 mainly reflected the slowing down of economic growth and private consumption, especially in some of the main tourist generating countries, as well as the unfavorable social climate in certain countries.

Similarly, the expansion recorded in 1969 and in the early months of 1970 reflects, with a certain time lag, the improvement of both the economic and social situation in Europe. In 1969, the effects of the end-1967 devaluations had probably subsided to a large extent and the devaluation of the French franc and the revaluation of the Deutsch mark came too late during the 1969 tourist season to have a substantial influence on tourism flows. On the other hand, restrictive demand-management policies and restrictions on tourist currency allowances in France and, up to end-1969, in the United Kingdom, resulted in stabilizing French tourist expenditure abroad at the 1967 level but have not prevented a 27% rise in the number of U.K. tourists going abroad and a 22% rise in U.K. tourist expenditures abroad in 1969.

Tourism trends in OECD, 1968-69

(Rounded figures in millions of U.S. $)

	Receipts			Expenditures		
	1968	1969	%	1968	1969	%
Austria	687	785	+14	257	296	+15
Belgium-Lux.	274	314	+15	398	454	+14
Denmark	250	279	+12	247	266	+ 8
Finland	64	84	+31	66	83	+26
France	954	1,058	+11	1,099	1,006	− 9
Germany	906	1,026	+13	1,580	1,962	+24
Greece	120	150	+25	43	48	+12
Iceland	3	4	+33	4	3	−25
Ireland	182	188	+ 3	87	91	+ 5
Italy	1,476	1,632	+11	363	493	+36
Netherlands	342	334	− 2	458	540	+18
Norway	104	119	+14	96	111	+16
Portugal	201	167	−17	66	74	+12
Spain	1,179	1,311	+11	76	86	+13
Sweden	109	127	+17	313	365	+17
Switzerland	592	643	+ 9	249	275	+10
Turkey	24	37	+54	33	42	+27
United Kingdom	678	852	+26	649	790	+22
Total OECD Europe	**8,145**	**9,110**	**+12**	**6,084**	**6,985**	**+15**
Canada	908	1,002	+10	936	1,189	+27
Japan	126	148	+18	167	241	+44
United States	1,775	2,058	+16	3,022	3,390	+12
Total OECD	**10,954**	**12,318**	**+12**	**10,209**	**11,805**	**+16**
Yugoslavia	187	242	+29	51	74	+45

Figures exclude receipts and expenditures on account of international tourist transport.
Figures for Canada, Ireland, Switzerland, United Kingdom and United States are based on sample inquiries; figures for the other countries are based on bank returns.

Commends some governments

The OECD report expresses satisfaction at the recent measures concerning travel allowances taken by the Governments of the United Kingdom (lifting of restrictions on the automatic travel allowances on Jan. 2), Japan (increase of the automatic travel allowances on Mar. 1), and France (easing of restrictions on automatic travel allowances on May 1). These measures should stimulate tourism growth during the rest of the year.

Governmental action to develop tourism continues to take on increasing importance. There is a clear tendency for the tourism authorities and both regional and national planners of many member countries to work in closer co-operation. Environmental planning and policy action by several member governments are progressively developing and may be expected to have favorable effects on their tourist industries.

The problem of the peak period and the related problem of the staggering of holidays is of growing concern. High level discussion and study of the problem is taking place in certain member countries. Approaches to the problem include special off-peak price reductions, and development of new forms of tourism, such as cruising and sailing, outside the pressure areas and periods. However, one of the most successful forms of product variation, namely winter sports, is now meeting the same problems encountered during the summer peak.

XUM

Japan drops some import quotas, advances dates for ending others

Restrictions lifted on eight items, partially removed on six others; new timetable announced for termination of 50 other quotas

The Japanese Government has announced that import quota restrictions were removed on eight items (in terms of Brussels Tariff Nomenclature four-digit categories) and partially removed on six additional items, effective Sept. 1.

Liberalized items are: potato flour, meal, and flakes (BTN 11.05); margarine and shortening (15.13); tapioca and sago (19.04); residues of starch manufacture (23.03); coke (27.04); ramie (54.02); synthetic precious and semi-precious stones (71.03-2); and typewriters, including those designed to work with digital computers (84.51). The six partially liberalized items were manioc for feeding purposes (ex 07.06); lemon juice (ex 20.07-1); water-cooled diesel engines (ex 84.06-1-(4)); desk electronic computers and calculators with less than 2,000 bits memory capacity (ex 84.52-1-(1) and ex 84.53-1); and digital or linear integrated circuits of less than 100 elements (ex 85.21-2).

All of the industrial items, as well as lemon juice, should be of some interest to U.S. suppliers. As a result of this action, the number of BTN items (exclusive of some 40 items controlled for security or health reasons) on Japan's Import Quota (IQ) list, which are recognized by the Japanese Government as being inconsistent with its obligations under the General Agreement on Tariffs and Trade (GATT), was reduced to 90.

Others transferred

In addition to the items removed from quota control, 63 of the 125 items on the Automatic Import Quota (AIQ) list were transferred to the Automatic Approval (AA) system under which commodities may be freely imported without prior government review.

In a further action, on Sept. 10 the Japanese Government announced a new schedule for the complete removal of quota restrictions on more than 50 additional items. Ten of these additional items are to be removed from the restricted list by the end of this year, 20 by the end of next April, and "more than 20" by the end of September 1971. Adherence to this schedule will result in the reduction of the number of items remaining on the IQ list to less than 40, a level which the Japanese Government indicates compares favorably with the import restrictions maintained by a number of European Community countries. Japan's new import liberalization schedule represents an acceleration of the schedule announced last October which called for the reduction of the IQ list to 60 items by the end of 1971 (see INTERNATIONAL COMMERCE of Nov. 3, 1969).

The 30 items to be fully liberalized between now and next April and six items to be partially liberalized (indicated by "ex") are as follows: Live horses (01.01); fresh grapefruit (ex 08.02); fresh grapes (08.04); fresh apples (08.06); pineapples (whether or not cooked), preserved by freezing, not containing added sugar (08.10); grapes, apples and limes, provisionally preserved by sulphur dioxide gas or other preservative gases (ex 08.11); black tea (09.02); kao-liang and other grain sorghums (10.07); peanuts for oil extraction, rape seeds and mustard seeds (ex 12.01); soybean oil, peanut oil, rape seed oil, mustard seed oil, cotton seed oil, corn oil, safflower seed oil and sunflower seed oil (15.07); sausages and the like, of meat, meat offal or animal blood (16.01); scallops, adductors of shellfish and cuttlefish, smoked (16.05); and chewing gum (ex 17.04).

Also cake mixes (19.02); macaroni, spaghetti and similar products (19.03); puffed rice, corn flakes and similar products (19.05); pineapple preserved by freezing, containing added sugar (20.03); bases for beverages, non-alcoholic (ex 21.07); lemonade, flavored spa waters and flavored aerated waters, containing added fruit juices, excluding nectar (ex 22.02); whisky (bottled bourbon is already liberalized) (22.09); oil-cake and other residues resulting from the extraction of soybean oil, rape seed oil or mustard seed oil (23.04); unroasted iron pyrites (25.02); other natural graphite, amorphous (25.04); tungsten ore (26.01); soda ash (28.42); and sodium glutamate (29.23);

Also included are chloramphenicol, tetracycline and cycloserine (29.44); preparations of the above (30.03); color film (37.02); patent leather and imitation patent leather (41.08); articles of apparel of leather (42.03); wood charcoal (44.02); embroidery (58.10); parts of footwear of leather (64.05); tool tips (82.07); and certain types of water cooled diesel engines, internal combustion piston engines for motor vehicles; and parts of internal combustion piston engines (84.06).

The list of those items to be liberalized after April, but by the end of September 1971, is expected to be announced early next year.

India announces two changes in industrial licensing policies

Two changes in the industrial licensing policy of India have been announced. The first provides licensing incentives for export-oriented industries, the second modifies expansion limits.

Under the new policy, large industrial establishments and foreign firms, which are usually required to concentrate on key industries requiring heavy investments, will be allowed to invest in any industry if 60% or more of the new or additional production is exported within a period of three years. The Indian Government will give priority to industrial licenses for export-oriented industries, stipulating that new production for domestic consumption not swamp existing producers.

The second change revises the provision permitting companies to expand and diversify up to 25% of their licensed capacity without obtaining a new license. This privilege is now withdrawn from industrial firms with assets exceeding $6.7 million and from any foreign company. A license will also be required if the proposed expansion or diversification involves the expenditure of foreign exchange.

These changes in India's licensing regulations modify the section on "Investment Screening Procedure" in OBR 68-26, *Establishing a Business in India.*

Canada removes restrictions on copper exports

But formal control authority on copper will remain in force

Canadian export restrictions on copper were removed on Sept. 1, according to the Minister of the Canadian Department of Industry, Trade and Commerce.

These restrictions had been announced on Nov. 23, 1969 and were applicable to copper ores, concentrates, matte, anodes, all refinery shapes, rolled copper rod, copper and copper base alloys in all mill forms, including wire mill products, secondary ingot and copper and copper base scrap.

The controls were aimed at ensuring that the requirements of Canadian fabricators would be filled ahead of export orders and at maintaining orderly marketing during a growing world shortage.

Both world and Canadian demand for copper have slackened, according to the Minister. In addition, the world price has fallen below the maximum Canadian price fixed at 59¢ a pound on March 1. At that time the world price was running at about 80¢ a pound.

Notwithstanding the relaxation of the restrictions, the formal control authority on copper in all forms in effect since November 1965 under the Export and Import Permits Act will remain in force, but export licenses will be freely issued.

On Sept. 3, the U.S. Department of Commerce also lifted its export restrictions on copper in its various forms.

More Portuguese industries exempt from license control

Portugal has liberalized its industrial licensing regime under which most categories of Portuguese industry have been required to obtain government permission to establish new plants or expand present facilities. After a grace period of 180 days, a substantial number of industry categories which had been subject to government license control will be exempt. The grace period is intended to enable industries in the newly exempted sectors to adapt themselves to the situation resulting from the elimination of restrictive controls.

In addition, the internal regulations administered by the Ministry of Economy designed to establish standards of industrial safety, hygiene, and quality control will be reviewed to insure that they are limited to the purposes intended and do not restrict investors' access to an industrial sector.

The Government has indicated that this is the first step on the road to major liberalization, implying that the list of exempted industries may be enlarged.

Spain issues new export regulations

Procedures for processing licenses, other steps outlined

New procedures for processing licenses covering the export of Spanish commodities have been issued by the Spanish Ministry of Commerce.

The procedures are outlined in Decree 1559 of June 4, 1970 (published June 11), to become effective Oct. 1.

The Decree's preamble states that its principal purposes are to up-date all existing regulations on the matter and to group them into one single piece of legislation, as well as to make Spanish exportation procedures more modern and flexible.

Part I of the Decree covers general provisions, including an indication of which exports require licenses. Part II outlines the requirements necessary for the processing of export licenses. Part III defines the different classes of export licenses, such as global export licenses, open export licenses, export licenses for special transactions, licenses covering exports without payment for exported goods, and temporary export licenses.

Part IV covers the different forms required in connection with export license applications. Part V refers to export procedures, and Part VI explains the constitution and operation of the Advisory Commissions on Exports within the Ministry of Commerce.

Part VII establishes systems and procedures concerning foreign exchange earnings and its conversions. Part VIII refers to the control and evaluation of exports by the Ministry of Commerce, and Part IX covers such items as penalties imposed upon export for violation of the provisions of the Decree.

French workers win training pay

Accord provides up to one year off with pay for course work

An agreement recently signed by the French employers' associations and the major labor federations breaks new ground in labor-management relations by recognizing the right of employees to receive training and leave of up to one year with full pay for workers who wish to upgrade their skills or be retrained.

Under the terms of the accord, which involved 14 months of negotiation and affects nine million workers, apprentices up to the age of 19 (and other workers up to the age of 18) will attend technical courses without loss of pay up to a limit of 320 hours per year and eight hours per week. Apprentices further have the right to continue their training to a technical diploma (which may involve several years of study) at partial pay. Adult workers being laid-off are entitled to leave with full pay up to one year for retraining. Ten percent of workers with two years seniority and at least five years until retirement are entitled to up to one year of training with pay, to be financed partially from a special vocational training tax.

A complete report prepared by the U.S. Embassy in Paris contains further details. It may be obtained by requesting report DIB-70-09-190 through any Department of Commerce Field Office or from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230.

New reduction on U.K. import deposits announced

The British Government reduced on Sept. 1 the rate of deposit required posted by importers with U.K. customs authorities. The action dropped the rate from 30% to 20% on the value of the goods under the terms of the Import Deposit Plan originally announced at the 50% level on Nov. 22, 1968. Previous cuts from 50% to 40% and 40% to 30% were made on Dec. 5, 1969 and May 1, respectively.

The range of goods subject to deposit and the repayment period of 180 days remain unchanged.

XUM

France's economy regaining balance after overheating

Minister of the Economy and Finance Giscard D'Estaiing recently expressed satisfaction with the present economic situation in France. He noted that the August 1969 devaluation was successful, pointing out that reserves of gold and foreign currencies increased rapidly over the past year (by $2.4 billion). A balanced budget was achieved in the 1970 fiscal year and is expected for 1971.

The minister stated that consumer prices are rising more rapidly than the Government had hoped and will climb by 6% for the year instead of the 4% predicted six months ago. He further noted that wages had also risen more rapidly than forecast, and that purchasing power of consumers had consequently improved considerably. He said that consumer credit would be eased if demand proved insufficient in any sector of the economy.

A survey of business conducted in July by the French National Statistical Institute confirms the slowdown in the growth rate of industrial production already evident in June. Inventories are being built up again, but not excessively, and order backlogs are being reduced. Business leaders regard this development as normal following the overheated economic situation which prevailed through spring.

Foreign demand declined after June to a more normal level. Expectations are that further increases in industrial production will be at slightly reduced rates in coming months. Price pressure appears to have abated somewhat, while the number of enterprises experiencing liquidity problems has also leveled off.

ADB team to study Afghan's proposed industrial park

The Asian Development Bank has agreed to send a technical assistance mission to Afghanistan to help in the project preparation for a 400-acre industrial park in Kabul for possible financing by the ADB.

The main objective of establishing an industrial park in Kabul is to promote rapid development of small-scale industries, which will facilitate more effective mobilization of resources and provide larger employment facilities.

The availability of built-up factory sheds with other facilities will enable private entrepreneurs to convert much of what would have been capital outlays into operational expenditures. This aspect is of vital importance for a developing country like Afghanistan where credit facilities are lacking.

Moreover, availability of built-up factory sheds on reasonable terms of rent is expected to reduce the risk margin for the entrepreneurs, beside reducing the time-lag between the investment and the actual production of goods.

Ethiopia raises some duties, lowers others

Ethiopia recently enacted an amendment to the customs tariff which increases some duty rates and lowers others on a variety of imported goods. Some of the commodities now subject to higher duties which may interest U.S. exporters are starch, tarpaulins, tents and canvas, clothing and other made-up articles, iron and steel sheets, strips and tin plates, handtools, motor vehicles, pharmaceuticals, and medical preparations and dressings. Items on which duty was lowered include butter, woven textile fabrics, iron and steel rods and bars, aluminum grains, ingots or slabs, and soap.

Copies of the amendment, Legal Notice No. 388 of 1970, with a full itemization of the new duties and a comparison with the former duties, are available on request from the Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230. Tel. 202-967-2436.

Nigeria adds to imports needing specific license

The Government of Nigeria recently added a group of 21 items to the list of commodities requiring specific licensing in order to be imported into that country.

Primarily affected are various foodstuffs including meats and shellfish, woven cotton fabrics, made-up textile articles such as bed linens and tablecloths, and various articles and utensils of wood.

Copies of the additional list of items or copies of the entire list of commodities requiring specific import licensing are available from the Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230.

Italy allows U.S. grapefruit

The Italian Government recently informed the U.S. Embassy in Rome that it will partially remove existing restrictions on the importation of U.S. grapefruit next fall. The 'open season' will be only for the period Oct. 1, 1970 to Mar. 31, 1971.

Germany extends import quota governing canned asparagus cuts and tips

Germany has announced an extension of its import quota for canned asparagus cuts and tips (German term: 'Brechspargel') from a number of countries, including the United States, according to the *Bundesanzeiger* No. 100 of June 5. This quota covers only mixtures of stems and tips (importation of tips alone is not permitted).

Applications for licenses must be made within 21 days after loading aboard ship in the country of origin. Licenses will be valid until Dec. 31. Applications for licenses should be accompanied by the foreign seller's bill in duplicate. The first day of customs clearance was July 1.

In the event that an import embargo is imposed, licenses will be issued only for such shipments for which the purchasing contracts were signed before or not later than the day of publication of the embargo, and which were loaded aboard ship not later than 14 days after publication of the embargo.

The above import quota follows the same conditions as previous import announcements (INTERNATIONAL COMMERCE, Sept. 1, 1969, page 26). It is designed to permit the uninterrupted continuation of imports.

Iran specifies machines requiring import approval

Iran's Ministry of Economy has issued instructions to authorized exchange dealers specifying the types of industrial and electrical machinery whose import requires the prior approval of the Ministry during the Iranian year Mar. 21, 1970-Mar. 20, 1971. The Ministry of Economy closely controls machinery imports, and information on the regulations currently in force should be verified before shipment is made.

At the same time, restrictions were removed on imports of plastic raw materials in the form of powder, liquid, and granules and numerous articles of plastics, including several whose import was previously unauthorized. These items may now be imported without prior permission of the Ministry of Economy. Under a subsequent instruction, imports of liquid gas cylinders of more than 12-kilograms capacity were freed from the requirement for prior Ministry approval.

Inquiries on specific commodities may be addressed to the Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

Caribbean Bank gets $10 million AID development loan

The Agency for International Development has authorized a loan making available $10 million for the newly-founded Caribbean Development Bank. The loan funds will help the Bank accelerate the economic development of its 16 member States and Territories in the Carribean area with a total population of about five million people.

Specific projects, to be selected by the Bank, will receive medium and long-term financing generated by this U.S. loan. Urgent priority areas range widely—from agricultural diversification and education, development of food-processing industries and export promotion to low-income housing, tourism and transportation, as well as technical education and teacher-training facilities.

Although not a member of the Caribbean Development Bank, the United States during the formative discussions indicated its willingness to cooperate with the regional institution through development loans, and the current U.S. offer was made in this context.

The Bank has created a special fund, which will use the contemplated U.S. financing and other external financing to provide for high-priority development loans with longer maturities, longer grace periods and lower interest rates than are available from the Bank's ordinary resources or other sources.

Formally established on January 26, the Caribbean Development Bank will seek to encourage the economic growth and development of its member countries in the Caribbean with emphasis on economic cooperation and integration, especially with regard to the needs of the less-developed members.

Three U.S. firms are fined for copper export violations

Fines totalling almost $24,000 have been imposed on three scrap metal exporters for misuse of licenses in exporting copper.

The firms are Hugo Neu-Proler Co., Los Angeles, fined $12,288; Calbag Metals Co., Portland, Ore., fined $9,051; and A. Tenenbaum Co., Little Rock, Ark., fined $2,502.

According to the Bureau of International Commerce, the three respondent firms had orders from overseas customers for copper scrap in excess of the amounts they were permitted to export. The respondents arranged with numerous firms that had no overseas orders for copper scrap to obtain licenses in the names of such firms and the respondents made the exportations using these licenses. More than 300 tons of copper in the copper scrap was illegally exported in this manner. The fines were imposed in civil administrative proceedings and were based on the amount of copper illegally exported by each of the respondents.

The Commerce Department is preparing charges against the firms that permitted their names to be used in obtaining the licenses.

Indonesia gets $50 million in AID loans for commodity imports and fertilizer plant

Two loans totaling $50 million have been extended by the Agency for International Development to assist Indonesia's economic development. The loans will help finance essential commodity imports from the United States and a fertilizer plant.

The commodity loan will provide $30 million for imports of essential raw materials, spare parts, utility vehicles and other equipment to rehabilitate industrial facilities and expand export capacity.

The other loan, for $20 million, will help finance a fertilizer plant in South Sumatra with an annual capacity of 380,000 tons of urea, and a related gas conservation and transmission system utilizing indigenous natural gas.

In addition to the AID loan, financing for the fertilizer plant will be provided by the International Development Association ($30 million), the Asian Development Bank ($10 million) and the Overseas Economic Cooperation Fund of Japan ($8 million). The $68 million total will finance foreign exchange costs of the project.

Equipment, materials and services financed by the AID loans will be purchased in the United States. The loans are repayable over a period of 40 years with 2% annual interest during a ten-year grace period and 3% during the remaining 30 years.

Alliance projects receive AID loans totaling $69 million

Will assist Central American developments costing $293 million

The Agency for International Development has authorized three loans to support Alliance for Progress programs in Central America designed to increase agricultural development and expand processing industries, trade and tourism.

The loans, amounting to $69.4 million, will be more than matched by Central American governments, institutions and other contributors to the development programs to meet total costs of more than $293 million.

One loan, for $30 million, is for the Central American Bank for Economic Integration (CABEI), a multi-national public banking institution established in 1960. Members of CABEI are those nations comprising the Central American Common Market—Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua.

Another loan, amounting to $16.4 million, will help the Government of Costa Rica transform its small-farm agriculture, oriented to traditional domestic consumption, to modern high yield export production.

Costa Rican pledge

The Costa Rican Government has pledged to invest $14.1 million for a total of $30.5 million in the program to develop modern agricultural services, farm credit, cooperatives and new markets, as well as improve agricultural education.

The third loan, for $23 million, will help the Government of Guatemala finance part of a joint five-year rural development and diversification program.

This loan is part of an overall $143 million five-year plan for agricultural development in Guatemala which is expected to include contributions from the Inter-American Development Bank (IDB) and CABEI.

CABEI will make sub-loans to finance new export industries based on processing agricultural products for export and upgrading their quality to meet the requirements of international markets.

XUM

Investments, Licensing Opportunities

The Office of International Investment is presenting licensing and investment proposals from foreign firms in a new, time-conserving format to enable readers to pinpoint promising proposals in their fields of interest.

Each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification Manual. The specific product interests have been printed in bold type in each proposal to facilitate ready identification. The articles highlight the major features of each opportunity and include the name and address of the foreign company or the organization from which such information is obtainable.

U.S. firms interested in following up on specific opportunities are urged to write the Office of International Investment for complete details (see box). In addition, we shall continue to feature articles of general interest in the international investment field.

2834—THE NETHERLANDS—License to manufacture **pharmaceutical specialties** for veterinary use, particularly anthelmintics and diagnostics. Firm is a subsidiary of a major Dutch producer and processor of foods and animal feeds. L. M. Jansen, Gen. Mgr., AESCULAAP N.V., 2 van Salmstraat, P.O. Box 35, Boxtel, Netherlands. WTD. **P-70822.**

2851 — ENGLAND — Manufacturer of **paints, adhesives, and mastics** seeks licensing agreement to make and distribute similar products. Firm is also interested in the manufacture of any do-it-yourself type products which can be produced on its machinery. The company, established in 1789, supplies large construction concerns, architects and civil agencies. Its products are distributed by exclusive wholesalers to retail paint and wallpaper outlets. The firm employs 150. Silexine Paints Ltd., Abbey Rd., Barking, Essex, England. WTD. **P-70816.**

3433, 3585—ENGLAND—Licenses to manufacture **heating, cooling and combustion equipment.** Currently, firm produces process heaters, air coolers, heat exchangers and furnaces. It employs about 250. G. E. Corbett, Director, GKN Birwelco Ltd., Chester St., Aston, Birmingham 6, England. WTD. **P-70814.**

3551—FRANCE—License to manufacture and/or distribute **food processing and packaging machinery.** Firm produces dairy products machinery and equipment which it markets in France and Western Europe. It also imports food processing and packaging equipment from England, Sweden and Germany. Annual sales are approximately $25 million. Mr. Roussel, General Manager, SCERMA, 654 rue de la Tour, 94-Rungis, France. WTD. **P-70818.**

3551 — FRANCE — Manufacturer of **automatic food packaging machinery** seeks a license and/or a representation agreement to make additional equipment in this field. Established in 1965, the French firm reports annual sales of about $4 million. It employs 80 persons and has a U.S. subsidiary. Jean Masica, General Manager, ERCA, 38 Ave. Henri Barbusse, 92-Bagneux, France. WTD. **P-70815.**

3551, 3569 — ENGLAND — License to produce **bottling and packaging equipment** such as high speed filling machines, corking and capping machines, bottle air cleaners, labeling machines and associated equipment. The company manufactures conveyors and labeling, filling, sealing and capping machines for a variety of applications. Established in 1929, the firm has two branches. W. G. Coxhead, Sales Manager, Purdy Machinery Co. Ltd., 41/2 Prescot St., London, E.1., England. WTD. **P-70817.**

3662, 3679—FRANCE—A major manufacturer of heavy electrical equipment has facilities available for large production runs of **small electric** and **electronic equipment**. It seeks licensing or similar agreements to make such products as burglar alarms and electronic garage door systems, electronic circuits for automobiles, electronic instrumentation for pleasure boats and related equipment. The firm has annual sales of over $150 million, enjoys a worldwide market and has around 10,000 employees. Jeanmont-Schneider, 5 place Rio de Janeiro, Paris 8, France. WTD. **P-70813.**

USSR offers licenses

Licensintorg, the Soviet Trading Co. that buys and sells patents, is offering licenses of Soviet inventions to American business firms who may wish to produce them in the United States. Full technical information, blueprints and samples are part of the services.

A free newsletter listing some of these licenses can be obtained from Licensintorg, M-461, Moscow, USSR or from its agent, Amtorg Trading Corp., 355 Lexington Avenue, New York, N.Y. 10017.

Mission member decides to grant Japanese franchise

Dunkin Donuts of America has contracted with Restaurant Seibu to establish a nationwide Dunkin marketing chain in Japan. The agreement, stemming from a Commerce-sponsored trade mission which visited Japan last November, provides for initial construction of five doughnut stores in the Tokyo area. This number is anticipated increasing to over 100 throughout Japan within five years.

Doughnut making machines will initially be imported; plans have been made for their eventual production locally.

Investment guide published by Malagasy Republic

A 93-page **Investor's Guide** has recently been published by the Office of Industrial Promotion and Development of the Malagasy Republic. The booklet enumerates customs arrangements and taxation provisions and emphasizes the preferences given for tax relief especially for investments covering building construction, hotels, agribusiness, mining and industrial projects.

The 1962 Investment Code creates four categories of preferential arrangements which are applied according to the economic importance of the investment project and the degree to which it will generate new activity. The **Guide** also contains chapters on industrial environment, costs of labor, transport, power and water, and general information on the island.

Madagascar, situated off the southeast coast of Africa, has an area roughly equivalent to the combined size of France and the Benelux countries.

Copies of the **Investor's Guide** at $3.60 each, plus postage, can be obtained by writing to Bureau de Developpment et de Promotion Industriels (BDPI), Boite Postale 3180, 43 Rue Marcel Olivier, Tananarive, Malagasy Republic.

Canada raises its estimates of 1970 capital investment

Business investment shows sharpest rise, led by manufacturing, mining and utilities; only marked decline will be in agriculture

The Canadian Government's annual midyear review of capital spending intentions of all sectors of the Canadian economy indicates that capital outlays of C$18 billion are now planned for 1970. This is a slight increase over the C$17.9 billion that had been anticipated at the beginning of the year. Present capital spending plans, if fully implemented, would involve an 8% increase over 1969 levels.

The major upward revision in spending plans since the earlier survey occurred in the business sector. Business investment is now expected to total C$11.2 billion, about 3% more than had been planned earlier and 14% above the 1969 level.

The most important increases are anticipated in mining, manufacturing and the utilities. Mining investment is now expected to exceed last year by 13%, compared with the 6% increase expected earlier. Expanded plans for gas processing plants, coal, asbestos and nickel-copper mines account for this upward revision. In the manufacturing sector a 6% increase in investment will bring capital outlays to a level 31% above 1969. A large part of this increase is attributable to the upward revision of C$111 million in expansion plans of the paper products industry in Manitoba and in other regions. A further increase of 4% in the utilities sector is now expected, largely due to increased investment by electric power and telephone companies. This brings the anticipated total capital outlays by this sector to 11% above the 1969 level.

The only significant decline in business investment is likely to take place in agriculture, where capital outlays are now expected to be 9% below those of last year.

Capital investment plans for social capital purposes have not changed substantially from those formulated at the beginning of the year. Based on present estimates, capital outlays by government will increase by 10% over the 1969 level and those by institutions will increase by 6%.

The updated survey reveals some changes in the components of expected 1970 capital expenditures. Outlays for new machinery and equipment are now estimated at C$6,609 million, 3% higher than the earlier estimate and 11% over the 1969 preliminary total. Total construction, on the other hand, is expected to be almost 1% lower than the earlier projection, due to a reduction in housing expenditures. Construction expenditures are now expected to increase only 6% over the 1969 level.

In most years since 1957, as a result of changes in economic conditions, work stoppages, financial difficulties and other problems, actual capital outlays have fallen moderately short of investment plans reported in the mid-year review. In addition, figures are reported in terms of dollar value at the time of the survey and do not take price changes into account.

Malagasy will announce four industrial investment proposals at UN meeting

The Malagasy Government will present four industrial investment proposals to foreign investors at the Second African Conference for the Promotion of Industrial Projects. The conference, organized by the United Nations Industrial Development Organization (UNIDO), will be held in Nairobi from Nov. 30-Dec. 4.

The projects include: 1) The production of 100,000 tons of kraft pulp and 30,000 tons of eucalyptus pulp yearly for the paper manufacturing industries. Estimated total investment is $40 million. 2) A factory to produce 147,000 tires and 155,000 tubes yearly with a significant proportion to be exported. Total investment is estimated at $4.4 million. 3) The processing of 10,000 tons a year of shelled cashew nuts. Total investment about $1.9 million. 4) A plant to produce deluxe furniture for export to the United States, Europe and Southern Africa. Estimated total investment is $2.5 million.

Interested U.S. firms can obtain further information on these proposals at the Nairobi Conference or by writing: Bureau de Developpement et de Promotion Industriels (BDPI), B.P. 3180, Rue Marcel Olivier, Tananarive, Malagasy Republic.

A copy of a resume in French of each proposal is available through the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. **P-70811.**

Seminar at Michigan covers licensing and joint ventures

Vincent D. Travaglini, Director of the Foreign Business Practices Division of the Department of Commerce, is among six speakers scheduled to participate in a University of Michigan seminar entitled "Licensing and Joint Ventures." The seminar, one of a series presented by the University's Institute for International Commerce, will be given on Nov. 10 and 11 in Ann Arbor.

Some of the topics will be: Licensing and Joint Ventures—An Overview; An Experience in Licensing and Joint Ventures; Preparing to License; Maintaining a License; Implementing a Joint Venture; Managing Joint Ventures; Considerations in Designing Agreements; and Attitudes of Host Countries.

Cost of the two-day seminar is $125. Registrations will be accepted until Nov. 3.

Write: University of Michigan, Institute for International Commerce, Ann Arbor, Michigan 48104.

For additional details

To obtain complete background information on the opportunities listed in this section or general assistance in investment abroad write: Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

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Pakistan opens bidding on steel water reservoir

The Chittagong Water Supply and Sewerage Authority has announced a call for tenders on site development and the furnishing, erecting, testing, and painting of a 6-million imperial gallon steel water reservoir and appurtenances. The bid deadline is Oct. 6.

A set of tender documents giving terms and conditions of the project may be seen in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

Sets of documents are also available free from the tender issuing authority. Write The Chairman, Chittagong Water Supply and Sewerage Authority, 67 Panchlaish Residential Area, Chittagong, East Pakistan. Cable address: WASACH, Chittagong.

Ethiopian agency issues tender for 20 channel storage devices

The Imperial Board of Telecommunications, Ethiopia, has issued Tender No. 14/70 for the supply of 20 channels storage devices for telex. The bid deadline is Dec. 4.

Copies of tender announcements and specifications are available from the Office of Purchasing Section I.B.T.E., P.O. Box 1047, Addis Ababa for US$3.40 per set plus US.$2.75 airmail postage or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

German NATO office interested in 160 dopplewing steel gates with electrical drive systems

The NATO office in the Federal Republic of Germany has issued Tender No. NR-25-31-25 (151) for the supply of 160 doppelwing steel gates with electrical drive systems. The gates should measure approximately 14 meters wide and 6.3 meters high. A tentative bid deadline is Nov. 16.

Specifications are available from Bundesamt fur gewerbliche Wirtschaft, 6 Frankfurt/Main, Bockenheimer Landstr. 38, Postfach 3931 for approximately U.S. $17.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms desiring certification should contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. Requests for tender documents are available from the Power & Electrical Equipment Division, BDSA, U.S. Department of Commerce, Room 5886C ★ (202-967-4188).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

204 Grain mill products

20411—MALAWI—Wheat flour, whole, soft and hard, white, for bakeries. Quotes in short tons c.i.f. Beira (Mozambique). Vermac Agencies (importer, agent), P.O. Box 5272, Limbe. WTD in preparation.

212 Cigars

21210—NEW ZEALAND—Cigars, popular to higher price range. W. & R. Smallbone Ltd. Attn: B. D. Duncan (importer, distributor, agent), P.O. Box 787, Wellington. WTD 8/70.

221 Broad woven fabric mills, cotton

22115—HONDURAS—Representation of manufacturer of cotton yard goods. G. & E. International Agencies (importer, distributor, agent), Apartado Postal 2-1040, Tegucigalpa, D.C. WTD in preparation.

22117 — MALAWI — Broadwoven cotton textiles, for clothing; plain and printed, including job-lots, offcuts, seconds, remnants. Samples, price lists requested. Vermac Agencies (importer, agent), P.O. Box 5272, Limbe. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

22210 — SWEDEN — Woven and knitted polyester blends with wool. Folke Osterholm (importer, agent), 34 Tyska Brinken, S-111 27 Stockholm. WTD 3/70.

22214 — SWEDEN — Woven and knitted polyester blends with cotton fabrics. Folke Osterholm (importer, agent), 34 Tyska Brinken, S-111 27 Stockholm. WTD 3/70.

22218—MALAWI—Manmade fiber broadwoven textiles, including mixtures, for clothing; job-lots, offcuts, seconds, remnants. Samples, price lists requested. Vermac Agencies (importer, agent), P.O. Box 5272, Limbe. WTD in preparation.

225 Knitting mills, products

22513 — THAILAND — Socks, athletic, women's. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, department store), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

22522 — THAILAND — Socks, athletic, men's. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, department store), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

22541 — THAILAND — Underwear knit, men's. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, department store), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

22542—THAILAND — Underwear, knit, women's. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, department store), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

227 Floor covering mills, products

22720 — SWITZERLAND — Tufted and printed wall-to-wall carpets, all kinds. Rolf Bumbach AG (distributor, agent), Attn: Lips, Harstr. 9, P.O. Box 8040-Zurich. WTD in preparation.

228 Yarn, thread mills, products

22813—MALAWI—Spun rayon fiber yarn for stitching blankets; various colors. Quantities up to 1 million lbs. per year. Vermac Agencies (importer, agent), P.O. Box 5272, Limbe. WTD in preparation.

229 Textile goods

22950—ENGLAND—Vinyl coated fabrics for footwear uppers in attractive designs. Phipps-Faire Ltd. (distributor, manufacturer, agent), P.O. Box No. 1, Guildhall Road, Northampton, NN1 1DT. WTD in preparation.

22952 — PAKISTAN — Artificial leather. Requests catalogs, quotations, c. & f., Karachi. Novelty Stores (agent), 2, Shafquat House, Near S.M. College, P.O Box 265, Burns Rd., Karachi. WTD in preparation.

239 Fabricated textile products

23928 — SWEDEN — Sheets, pillowcases. Folke Osterholm (importer, agent), 34 Tyska Brinken, S-111 27 Stockholm. WTD 3/70.

23929—SWEDEN—Terry cloth toweling and washcloths. Folke Osterholm (importer, agent), 34 Tyska Brinken, S-111 27 Stockholm. WTD 3/70.

243 Millwork, veneer, plywood, prefabricated structural wood products

24332—FRANCE—Ready cut and prefabricated wood buildings including sections, roof trusses. Descriptive literature, price lists requested. Richet Serge (distributor, manufacturer, agent), 65 rue Albert Pitres, 33 Bordeaux. WTD 6/70.

253 Public building furniture

25311—SWITZERLAND—School and kindergarten furniture. Zesar AG (distributor, manufacturer), Attn: Marc Bouille, Dir., P.O. Box 25, 2501-Bienne. WTD in preparation.

25312—SWITZERLAND—Public building furniture, stacking chairs, metal and tabular steel chairs with wooden or plastic shells and parts. Zesar AG (distributor, manufacturer), Attn: Marc Bouille, Dir., P.O. Box 25, 2501-Bienne. WTD in preparation.

254 Store fixtures

25420 — SWITZERLAND — Display fixtures, stands, mounts,accessories for jewelry, watch, flower stores. Sodima SA (importer, distributor), Attn: Claude Levy, Place Bel-Air 2, 1000-Lausanne. WTD in preparation.

262 Paper mills

26211—HONDURAS—Newsprint. G. & E. International Agencies (importer, distributor, agent), Apartado Postal 2-1040, Tegucigalpa, D.C. WTD in preparation.

26215—HONDURAS—All types of writing paper. G & E International Agencies (importer, distributor, agent), Apartado Postal 2-1040, Tegucigalpa, D.C. WTD in preparation.

26218—SWITZERLAND — New-to-market tissue paper and paper articles for cleaning and general hygienic applications in hotels, restaurants, hospitals, households. Schweighauser AG (distributor, agent), Attn: Mr. Basci, Mgr., Schlaflistrasse 17, 3000-Bern 25. WTD 8/70.

26218 — SWITZERLAND — Throw away paper articles for institutional use; novelties. Schweighauser AG (manufacturer, agent), Attn: Mr. Basci, Dir., Schlaflistr. 17, 3000-Bern. WTD 8/70.

264 Converted paper, paperboard products

26416 — SWITZERLAND — Wrapping, packing paper for pharmaceuticals, novelties. COPLAX AG (importer, distributor, agent), Kreuzstrasse 72, 8008-Zurich. WTD 8/70.

26451 — SWITZERLAND — Novelty or new-to-market paper office supplies. Schweighauser AG (manufacturer, agent), Attn: Mr. Basci, Dir., Schlaflistr. 17, 3000-Bern 25. WTD 8/70.

26491 — SWITZERLAND — Novelty stationery articles and paper products for schools, colleges. Schweighauser AG (manufacturer, agent), Attn: Mr. Basci, Dir., Schlaflistr. 17, 3000-Bern 25. WTD 8/70.

26495—SWITZERLAND — New-to-market papers and paper articles, coated with synthetic materials, laminated etc. for special applications. Schweighauser AG (distributor, agent), Attn: Mr. Basci, Mgr., Schlaflistrasse 17, 3000-Bern 25. WTD 8/70.

265 Paperboard containers, boxes

26510—SWITZERLAND—Folding paperboard boxes for pharmaceuticals; specialties. COPLAX AG (importer, distributor, agent), Kreuzstrasse 72, 8008-Zurich. WTD 8/70.

26540—HONG KONG—Paperboard for making ice cream cups. Dennis & Co., Ltd. (importer, distributor, agent), 507 Holland House, 9 Ice House St., P.O. Box 868, Hong Kong. Cable: DENIS. WTD in preparation.

281 Industrial chemicals

28120—ARGENTINA—Alkalis and chlorine such as potassium carbonate, caustic potash. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773-7° Piso, Buenos Aires. WTD in preparation.

28150—ARGENTINA—Cyclic intermediate chemicals, as maleic anhydride. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773-7° Piso, Buenos Aires. WTD in preparation.

28153—PAKISTAN—Pigment, synthetic for tanning industry. Requests catalogs, quotations, c. & f., Karachi. Mohamed Alam Bros. (agent), Mumtaz Bldg., Daryalal St., Jodia Bazar, Karachi-2. WTD in preparation.

28160 — ARGENTINA — Titanium pigments. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773-7° Piso, Buenos Aires. WTD in preparation.

28181 — PAKISTAN — Synthetic tanning materials for vegetable tanned leathers and for chrome tanned leathers. Requests catalogs, quotations, c. & f. Karachi. Mohamed Alam Bros. (agent), Mumtaz Bldg., Daryalal St., Jodia Bazar, Karachi-2. WTD in preparation.

28190—FRANCE—Industrial chemicals. PARACHIMIC (distributor, agent), Zone Industrielle, 76-Sotteville-les-Rouen. WTD 8/70.

28197—SWITZERLAND—Approx. 5,000 tons potassium muriate, 60%, 2,000 tons potassium sulfate, in bulk, 50%, for Middle East. TRACONSA AG (importer, distributor, agent), Rotbuchstrasse 42, 8600-Duebendorf. WTD 8/70.

282 Synthetic materials

28210—ARGENTINA—Plastic materials, synthetic resins including polimerization plastics. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773-7° Piso, Buenos Aires. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28420 — FRANCE — Maintenance products. PARACHIMIC (distributor, agent),

Zone Industrielle, 76-Sotteville-les-Rouen. WTD 8/70.

28423 — **SWEDEN** — Cleaning chemicals for building facades. S.B. Kemi AB (importer, distributor, agent), 1 Musseronvagen, S-141 46 Huddinge. WTD 8/70.

285 Paints, varnishes, lacquers, enamels

28513—**SWEDEN**—Epoxy coatings for floors. S.B. Kemi AB (importer, distributor, agent), 1 Musseronvagen, Box 77, S-14146 Huddinge. WTD 8/70.

28518—**ARGENTINA**—Preservatives for paints, varnishes, lacquers, enamels, allied products. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773-7° Piso, Buenos Aires. WTD in preparation.

289 Chemical products

28911—**SWEDEN**—Adhesives. S.B. Kemi AB (importer, distributor, agent), 1 Musseronvagen, Box 77, S-14146 Huddinge. WTD 8/70.

28950—**ARGENTINA**—Carbon black. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773-7° Piso, Buenos Aires. WTD in preparation.

28993 — **SWEDEN** — Sealing compounds for building industry; waterproofing compounds. S.B. Kemi AB (importer, distributor, agent), 1 Musseronvagen, Box 77, S-14146 Huddinge. WTD 8/70.

306 Fabricated rubber products

30697—**SWITZERLAND**—Bulbs for medicine droppers, syringes, sprays; pharmaceutical rubber packing specialties, novelties. COPLAX AG (importer, distributor, agent), Kreuzstrasse 72, 8008-Zurich. WTD 8/70.

307 Plastic products

30793 — **SWEDEN** — Laminated plastic panels. S.B. Kemi AB (importer, distributor, agent), 1 Musseronvagen, Box 77, S-14146 Huddinge. WTD 8/70.

30798—**SWITZERLAND**—Plastic display stands, accessories, novelties for jewelry, watch, flower stores. Sodima SA (importer, distributor), Attn: Claude Levy, Place Bel-Air 2, 1000-Lausanne. WTD in preparation.

30798—**SWITZERLAND** — Plastic packing materials for pharmaceuticals, plastic caps, droppers, specialties. COPLAX AG (importer, distributor, agent), Kreuzstrasse 72, 8008-Zurich. WTD 8/70.

322 Glass, glassware

32210—**SWITZERLAND**—Medicine bottles, jars, containers for pharmaceutical packing, novelties, specialties. COMPAX AG (importer, distributor, agent), Kreuzstrasse 72, 8008-Zurich. WTD 8/70.

329 Abrasive, asbestos, nonmetallic mineral products

32950 — **ARGENTINA** — Minerals and earths such as Kaolin, filtering clays. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773-7° Piso, Buenos Aires. WTD in preparation.

342 Cutlery, hand tools, general hardware

34231 — **MALAWI** — Hand and electric-powered tools for building and automotive industries; electric current 220/240 v. Catalogs, price lists requested. c.i.f. Beira in £ sterling. Vermac Agencies (importer, agent), P.O. Box 5272, Limbe. WTD in preparation.

351 Engines, turbines

35110 — **GERMANY** — Turbines. Prices c.i.f. Hamburg, Bremen. Mercur Aussenhandel fier Industriebedarf (importer, exporter), 7 Laukreuz, 44 34 Ochtrup. WTD 7/70.

35112—**FRANCE**—Mechanical and hydraulic equipment for sailing, fishing boats. BALMO (importer, distributor, manufacturer), 4 rue Louise Michel, 92-Levallois-Perret. WTD 4/70.

35192—**HONDURAS**—Diesel and semi-diesel engines. G. & E. International Agencies (importer, distributor, agent), Apartado Postal 2-1040, Tegucigalpa, D. C. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

35321 — **PHILIPPINES** — Underground mining, mineral benefication machinery, equipment. Mineral Explorers & Engineering Consultants, Inc. (agent, mining engineers, geologists, surveyors, assayers), 98 Kamias Rd., Cubao, Quezon City. WTD in preparation.

35322 — **PHILIPPINES** — Crushing, pulverizing, screening machinery. Mineral Explorers & Engineering Consultants, Inc. (agent, mining engineers, geologists, surveyors, assayers) 98 Kamias Rd., Cubao, Quezon City. WTD in preparation.

35323—**PHILIPPINES**—Mining machinery, equipment other than underground, crushing, pulverizing, screening equipment. Mineral Explorers & Engineering Consultants, Inc. (agent, mining engineers, geologists, surveyors, assayers), 98 Kamias Rd., Cubao, Quezon City. WTD in preparation.

35324 — **PHILIPPINES** — Parts, attachments for mining machinery, equipment. Mineral Explorers & Engineering Consultants, Inc. (agent, mining engineers, geologists, surveyors, assayers), 98 Kamias Rd., Cubao, Quezon City. WTD in preparation.

35333—**GERMANY**—Lifting appliances. Prices c.i.f. Hamburg, Bremen. Mercur Aussenhandel fuer Industriebedarf (importer, exporter), 7 Laukreuz, 4434 Ochtrup. WTD 7/70.

354 Metalworking machinery

35420 — **FRANCE** — Machine tools for metal forming, cutting. Etablissements Tampleu Freres (distributor, agent), 11-15 rue d'Arras, 59—Lille. WTD 1/70.

35450—**FRANCE**—Machine tool equipment. Etablissements Tampleu Freres (distributor, agent), 11-15 rue d'Arras, 59—Lille. WTD 1/70.

35451 — **JAPAN** — Carbide drills for printed circuit boards. Fuji Koheki Co., Ltd. Attn: R. Fushimi (importer, agent), 63 Iriyamazu-cho 3-chome, Yokosuka City, Kanagawa Pref. WTD 7/70.

35482 — **FRANCE** — Power driven handtools. Etablissements Tampleu Freres (distributor, agent), 11-15 rue d'Arras, 59—Lille. WTD 1/70.

355 Special industry machinery

35512—**FRANCE**—Food preparing, canning, packing machinery, related equipment for utilization by butchers, hotels, restaurants, meat processing plants. Descriptive literature, price lists requested direct from manufacturers. ASMO (Etablissements) (importer, distributor, agent), 119-121 cours de la Marne, 33 Bordeaux. WTD 9/70.

35540—**SWEDEN**—Paper industries machinery, parts. Agency and licensing. Maskin AB N. A. EIE (importer, manufacturer, engineer), 370 Skebokvarnsvagen, S-124 36 Bandhagen. WTD 3/70.

35590—**ENGLAND**—Plastics preparation equipment. Whitfield Plastics Machinery Ltd. (distributor, manufacturer), 63 The Ave., Watford, Herts. WDI 3NU. WTD in preparation.

35595 — **ARGENTINA** — Machinery and equipment for pharmaceutical industry, such as ampule filling and sealing machines, capsulating machines, granulators, sachets fillers, allied equipment. Exclusive representation. Carlos J. Mayer (agent), Rio de Janeiro 542-1st floor, Apart. D Buenos Aires. WTD 7/69.

356 General industrial machinery

35610—**ENGLAND**—Water pumps. Neckar Water Engineering Ltd. (suppliers), 31-33 College Rd., Harrow, Middlesex HA1 1BW. WTD 11/69.

35610—**GERMANY**—Centrifugal and reciprocating compressors, pumps. Prices c.i.f. European ports. Mercur Aussenhandel fuer Industriebedarf (importer, exporter), 7 Laukreuz, 4434 Ochtrup. WTD 7/70.

35611 — **GERMANY** — Rotary pumps. LEWA Herbert Ott (manufacturer, exporter), 10 Ulmer Strasse, P.O. Box 27, D-7250 Leonberg, Baden-Wuerttemberg. WTD 7/70.

35611—**HONDURAS**—Industrial pumps. G. & E. International Agencies (importer, distributor, agent), Apartado Postal 2-1040, Tegucigalpa, D.C. WTD in preparation.

35614—**GERMANY**—Compressors, dryer package. LEWA Herbert Ott (manufacturer, exporter), 10 Ulmer Strasse, P.O. Box 27, D-7250 Leonberg, Baden-Wuerttemberg. WTD 7/70.

35614—**HONDURAS**—Air and gas compressors. G. & E. International Agencies (importer, distributor, agent), Apartado Postal 2-1040, Tegucigalpa, D. C. WTD in preparation.

35640—**ENGLAND**—Industrial ventilating equipment. Wolseley-Hughes (Heating Supplies) Ltd. (distributor), 183 Barrack Rd., Christchurch, Hants. BH23 2AS. WTD in preparation.

35670 — **ENGLAND** — Industrial heating equipment. Wolseley-Hughes (Heating Supplies) Ltd. (distributor), 183 Barrack Rd., Christchurch, Hants. BH23 2AS. WTD in preparation.

35690—**ENGLAND**—Submersible motors. Neckar Water Engineering Ltd. (suppliers), 31-33 College Rd., Harrow, Middlesex. HA1 1BW. WTD 11/69.

357 Office, computing, accounting machines

35730—**ENGLAND**—Computer peripheral

equipment. Data Laboratories Ltd. (importer, distributor, manufacturer), 28 Wates Way, Mitcham, Surrey. WTD 7/70.

35730—ENGLAND—Computer peripheral equipment, especially input devices, data preparation and display units. British Equipment Co. Ltd. (importer, manufacturer), 51 Wandle Road, Croydon, CR9 1BL. WTD 7/70.

35730—ISRAEL—Electronic computing equipment; special-purpose, air-borne computers, parts and attachments, including data processing electronic machines, associated equipment. Exclusive agency. M.T.I. Engineering Ltd. (distributor, agent), 4 Hilazon St., Ramat-Gan. WTD 7/70.

35731—SWEDEN—Data sampling equipment. ALBATROSS TELE AB (importer, agent, engineer), Box 315, S-151 24 Sodertalje. WTD 9/69.

358 Service industry machines

35851—SWITZERLAND—Small compact air conditioning units such as air coolers, air heaters, air humidifiers etc. Gimelli & Co. AG (distributor, agent), Attn: Mr. Steiner, Sales Mgr., Bernstrasse 27, 3097-Zollikofen. WTD in preparation.

35892 — NETHERLANDS — Movable or easy-to-mount industrial, domestic, hospital, hotel waste water purification and refuse destruction plants. Agency, representation or other arrangements for Benelux area. N.V. v/h Technisch Bureau Nering Bogel Attn: K. C. Kurstjens, Gen. Mgr. (importer, distributor, agent), 78-86 Lozerweg, or P.O. Box 3, Weert. WTD 8/70.

35892—SWEDEN—Industrial and municipal waste water purification equipment. Agency and licensing. Maskin AB N. A. EIE (importer, engineer), 370 Skebokvarnsvagen, S-124 36 Bandhagen. WTD 3/70.

362 Electrical industrial apparatus

36220—GERMANY—Equipment for process engineering. Prices c.i.f. Hamburg, Bremen. Mercur Aussenhandel fuer Industriebedarf (importer, exporter), 7 Laukreuz, 4434 Ochtrup. WTD 7/70.

36220—GERMANY—Electronic controls for machinery, especially for machine tools, 220/380 volts, A.C., 50 cycles. Claus Ulrich Behm, Industrie-Vertretungen (agent), Gruenenstrasse 8/9, 28 Bremen. WTD in preparation.

363 Household appliances

36321—MAURITIUS—Household refrigerators, specifications: supply voltage, single phase, 230 volts, 50 cycles with a variation of ± 6%. Desirable that equipment should be able to operate at 88% of this standard voltage, i.e., 200 volts. Central Electricity Board (government agency), Curepipe.

36340 — ENGLAND — Domestic heating and ventilating equipment. Wolseley-Hughes (Heating Supplies) Ltd. (distributor), 183 Barrack Rd., Christchurch, Hants. BH23 2AS. WTD in preparation.

36343—SWITZERLAND—Novelty mixers, fruit and vegetable presses, electric and non-electric, for use in households, restaurants etc.; small hair dryers, aspirators etc. Gimelli & Co AG (distributor, agent), Attn: Mr. Steiner, Sales Mgr., Bernstrasse 27, 3097-Zollikofen. WTD in preparation.

364 Electric lighting, wiring equipment

36410—FRANCE—Fluorescent lighting and fixtures. Ets. Guy Daric S.A. (manufacturer), 26 rue du Goulet, 93-Aubervilliers. WTD 8/70.

36423—FRANCE—Industrial type electric fixtures. Thouret & Cie (distributor, agent), 208 rue St. Maur, Paris 10. WTD 8/69.

36430—VENEZUELA —Current-carrying wiring devices. Empresas Incorporadas, C.A., EMINCA, (manufacturer), Av.17 No. 125-97, Apartado 1327, Maracaibo. WTD 5/70.

365 Radio, television receiving sets

36514—SWEDEN—Players for 8-track cartridges; cassettes for home use only. Manufacturer must be willing to make necessary changes to meet SEMKO (The Swedish Institute for Testing and Approval of Electrical Equipment) requirements. AB Bertil Joffe (importer, distributor, agent), 88 Sveavagen, S-113 59 Stockholm. WTD 8/70.

366 Communication equipment

36629—ISRAEL—Microwave and mobile communications systems, equipment. Exclusive agency. M.T.I. Engineering Ltd. (distributor, agent), 4 Hilazon St, Ramat-Gan. WTD 7/70.

367 Electronic components

36740—ENGLAND—Semiconductors, related components. Edmundsons Electronics Ltd. (distributor, agent), 240-250 Ferndale Rd., London, S.W.9. WTD 7/70.

36790 — SWEDEN — Electronic components, microwave diodes, tubes, subsystems and systems. ALBATROSS TELE AB (importer, agent, engineer), Box 315, S-151 24 Sodertalje. WTD 9/69.

36795 — GERMANY — Printed circuit boards, flexible. Claus Ulrich Behm, Industrie-Vertretungen (agent), Gruenenstrasse 8/9, 28 Bremen. WTD in preparation.

369 Electrical machinery, equipment, supplies

36946—GERMANY—Armatures. Prices c.i.f. Hamburg, Bremen. Mecur Aussenhandel fuer Industriebedarf (importer, exporter), 7 Laukreuz, 4434 Ochtrup. WTD 7/70.

381 Engineering, laboratory, scientific, research instruments

38112—PAKISTAN—Laboratory, scientific instruments. Requests catalogs, quotations, c. & f., Karachi. Righteous Traders (agent), 121, Central Hotel Bldg., Civil Lines, Saddar, Karachi-4. WTD in preparation.

382 Instruments for measuring physical characteristics

38210 — GERMANY — Measuring instruments indicating physical characteristics. METEK, Mess- und Regeltechnik, Barth KG (importer, agent), 11 Geleitstrasse, 6053 Obertshausen. WTD 9/69.

38213—GERMANY—Electric sensing and measuring equipment for machinery, especially machine tools. Claus Ulrich Behm, Industrie-Vertretungen (agent), Gruenenstrasse 8/9, 28 Bremen. WTD in preparation.

38216 — GERMANY — Sonometer, other sound measuring equipment. OPTAC, Wilfrid Weltin (importer, distributor, agent), 6051 Ober-Roden, Babenhaeuser Str. 14, Postfach 1208. WTD 4/70.

384 Surgical, medical, dental instruments

38410—KOREA—Complete line of surgical, medical, dental instruments, supplies. Gabow & Co. (distributor, agent), Rm. 301 Namdaemun-Kaepung Bldg., 90 3-ka, Namdaemun-ro, Chung-ku, Seoul. I.P.O. Box 2891. WTD 3/70.

38423 — GERMANY — Ear protection equipment. OPTAC, Wilfrid Weltin (importer, distributor, agent), 6051 Ober-Roden, Babenhaeuser Str. 14, Postfach 1208. WTD 4/70.

394 Toys, sporting goods

39410—SWITZERLAND — Novelty toys of all kinds mainly made from plastics. Gimelli & Co. AG (distributor, agent), Attn: Mr. Steiner, Sales Mgr., Bernstrasse 27, 3097-Zollikofen. WTD in preparation.

395 Office, artists' materials

39522 — SWITZERLAND — Drawing tables. Zesar AG (distributor, manufacturer), Attn: Marc Boulle, Director, P.O. Box, 25, 2501-Bienne. WTD in preparation.

399 Manufacturing industries

39991—PAKISTAN—Fire extinguishing equipment, parts. Requests catalogs, quotations, c. & f., Karachi. Righteous Traders (agent), 121, Central Hotel Bldg., Civil Lines, Saddar, Karachi-4. WTD in preparation.

39999 — SWITZERLAND — Displays, decorations, miscellaneous novelties for jewelry, watch, flower stores. Sodima SA (importer, distributor), Attn: Claude Levy, Place Bel-Air 2, 1000-Lausanne. WTD in preparation.

781 Motion picture distribution

78130—SWITZERLAND — Programmed sound filmstrips for educational purposes. Kummerly & Frey AG (distributor, agent), Attn: Mr. Kummerly, pres., Hallerstrasse, 3000-Bern. WTD 8/70.

78150—SWITZERLAND — Transparencies and special slides for schools, universities etc. (geographic maps, chemical formulas etc. for projection on walls). Kummerly & Frey AG (distributor, agent), Attn: Mr. Kummerly, pres., Hallerstrasse, 3000-Bern. WTD 8/70.

Austrian firm seeks U.S. supplier of ferro-aluminum alloys

Canada Products Aussenhandelsges-mbH, desires to contact American suppliers of ferro-aluminum alloy in hot rolled strips or stampings to be used in manufacturing parts of pick-up systems in sound recording machines and smaller types of transformers.

Interested U.S. companies should write to Canada Products at Bauernmarkt 24, A-1010 Vienna, Austria. WTD 5/70.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Field crop farms

01130 — NETHERLANDS — Soybeans, chick peas, whole or broken (Latin name: Cicer Arietinum), feed beans, whole or broken (Latin name: Phaseolus). Direct purchase and agency. Pluygers & Co. N.V. Attn: H. Lindemans, Mgr. (importer, distributor/exporter, manufacturer, agent), 108b Westzeedijk, or P.O. Box 881, Rotterdam. WTD 8/70.

01190 — GERMANY — Seeds for field crops: highland bentgrass; trifolium alexandrinum; lotus corniculatus—birdsfoot; trifolium incarnatum — grimson clover; alsike; alopecurus pratensis. Correspondence requested in German. Heinrich Becker GmbH (importer, distributor), 19 Kalistrasse, P.O. Box 145, D-7100 Heilbronn/Neckar, Baden-Wuerttemberg. WTD 8/70.

012 Fruit, tree nut, vegetable farms

01221 — SINGAPORE — Fresh fruits: grapes, apples, pears, etc. Tan Lik Huat, Managing Partner, Chop Tan Peng Chuan. (importer, distributor), 54 New Bridge Rd., Singapore 1. WTD 8/70.

201 Meat products

20118 — GERMANY — Meat preserves canned, luncheon meats, sausages. Prices requested c.i.f. European ports. Henschel, Gerhard (distributor, agent), 23 Schreiner Str. Postfach 809, 433 Muelheim/Ruhr. WTD 8/70.

20119—GERMANY—Raw fur skins. Correspondence requested in German. Albrecht Isaack—Albis-Pelzmodelle (importer, distributor, manufacturer, exporter), 130 Ringstrasse, D-7016 Gerlingen, Baden-Wuerttemberg. WTD 8?70.

203 Canning, preserving foods

20352—ETHIOPIA—Pickled fruits and vegetables, vegetable sauces and seasonings, salad dressings, etc. Price quotations c.i.f. Ethiopian ports. Modi's Grocery (importer, retailer), P.O. Box 112, Addis Ababa. WTD 8/70.

204 Grain mill products

20422 — NETHERLANDS — Cattle feed, animal and vegetable proteins, meals, etc. Direct purchase and agency. Pluygers & Co. N.V. Attn: H. Lindemans, Mgr. (importer, distributor/exporter, manufacturer, agent), 108b Westzeedijk, or P.O. Box 881, Rotterdam. WTD 8/70.

20430 — ETHIOPIA — Cereals, breakfast food. Price quotations c.i.f. Ethiopian ports. Modi's Grocery (importer, retailer), P.O. Box 112, Addis Ababa. WTD 8/70.

20440—ETHIOPIA—Milled rice and by-products. Price quotations c.i.f. Ethiopian ports. Modi's Grocery (importer, retailer), P.O. Box 112, Addis Ababa. WTD 8/70.

205 Bakery products

20521 — ETHIOPIA — Biscuits, crackers, pretzels. Price quotations c.i.f. Ethiopian ports. Modi's Grocery (importer, retailer), P.O. Box 112, Addis Ababa. WTD 8/70.

208 Beverage industries

20870—GERMANY — Flavoring concentrates. Prices c.i.f. European ports. Emil Mueller (importer, distributor), 1-5 Wilhelmstr., 5038 Rodenkirchen. WTD 8/70.

20871—ETHIOPIA—Flavoring extracts, emulsions, other liquid flavors. Price quotations c.i.f. Ethiopian ports. Modi's Grocery (importer, retailer), P.O. Box 112, Addis Ababa. WTD 8/70.

209 Food preparations

20922 — NETHERLANDS — Soybean screenings. Direct purchase and agency. Pluygers & Co. N.V. Attn: H. Lindemans, Mgr. (importer, distributor/exporter, manufacturer, agent), 108b Westzeedijk, or P.O. Box 881, Rotterdam. WTD 8/70.

20933—NETHERLANDS—Michigan pea bean culls (Latin name: Vigna Sinensis). Direct purchase and agency. Pluygers & Co. N.V. Attn: H. Lindemans, Mgr. (importer, distributor/exporter, manufacturer, agent), 108b Westzeedijk, or P.O. Box 881, Rotterdam. WTD 8/70.

20941 — NETHERLANDS — Bleachable tallow. Direct purchase and agency. Pluygers & Co. N.V. Attn: H. Lindemans, Mgr. (importer, distributor/exporter, manufacturer, agent), 108b Westzeedijk, or P.O. Box 881, Rotterdam. WTD 8/70.

20999—ENGLAND—Health foods. Coloroll Ltd. (importer, distributor, manufacturer), 72 Tottenham Court Road, London, W1P ODQ. WTD in preparation.

20999—GERMANY—Spices. Prices c.i.f. European ports. Emil Mueller (importer), 1-5 Wilhelmstr., 5038 Rodenkirchen. WTD 8/70.

229 Textile goods

22952—TOGO—Leather artificial, except paper (leatherettes). Price quotations c.i.f. lome. Trans-World Trading Co. (importer, distributor, retailer), 14, rue de l'Eglise, B.P. 1217, Lome. WTD 8/70.

232 Men's, youths', boys' furnishings, work clothing

23214 — SWITZERLAND — Men's woven dress shirts, sport shirts, novelties. Fenner AG (importer, distributor, manufacturer), Luzernerstrasse 54, 5616-Meisterschwanden. WTD 8/70.

23215—SWITZERLAND—Men's pajamas, novelties. Fenner AG (importer, distributor, manufacturer), Luzernerstrasse 54, 5616-Meisterschwanden. WTD 8/70.

238 Apparel, accessories

23840—SWITZERLAND—Men's dressing gowns, brunch coats, housecoats, novelties. Fenner AG (importer, distributor, manufacturer), Luzernerstrasse 54, 5616-Meisterschwanden. WTD 8/70.

241 Logging contractors

24110—GERMANY—Pitch pine, carolina pine, red cedar and California redwood. Prices c.i.f. European ports. Reschop, Walther KG (importer, distributor), 57 Bismarckstrasse, Postfach 1302, 43 Essen. WTD 8/70.

251 Household furniture

25143—NETHERLANDS—Metal porch, lawn, outdoor furniture. Exclusive distributorship. Helders van de Wall N.V., Attn: N. van Gelderen (importer, distributor), 25A Korenmarkt, Arnhem. WTD 8/70.

261 Pulp mills

26111—GERMANY—Chemical wood pulp and dissolving wood pulp for paper making. Prices c.i.f. European ports. Direct purchase and/or agency. Ekman & Co. GmbH (importer, agent, exporter), 4 Duesseldorf, 23 Lindemannstrasse. WTD 6/69.

262 Paper mills, products

26217 — PAKISTAN — Unbleached kraft pulp. Requests quotations, c. & f., Karachi. Dada Corrugated Board & Paper Mills Ltd. (importer), Daryalal St., Jodia Bazar, P.O. Box No. 4361, Karachi-2. WTD in preparation.

263 Paperboard mills

● **26300 — IRAN** — Iranian Tobacco Co. requires 100 tons duplex board in sheets measuring 72 x 50 cms, thickness to be 0.58 to 0.62 mm. Fifty tons to be single white face and 50 tons to be dual white face. Bid deadline Oct. 6. Copy of specifications and samples of desired paperboard available from Forest Products and Packaging Division, BDSA, Room 5099, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3530).

26314—GERMANY—Linerboard and corrugating medium for manufacture of corrugated boxboard. Prices c.i.f. European ports. Direct purchase and/or agency. Ekman & Co. GmbH (importer, agent, exporter), 23 Lindemannstrasse, 4 Duesseldorf. WTD 6/69.

264 Converted paper, paperboard products

26414—SWITZERLAND—Pressure sensitive tapes, paper, plastic backing, for painting jobs; pressure sensitive caulking products for building trade, general industrial use. GYSO AG (importer, distributor, manufacturer), Flughofstrasse 57, 8152-Glattbrugg. WTD 8/70.

26495 — SWITZERLAND — Men's paper clothing, novelties. Fenner AG (importer, distributor, manufacturer), Luzernerstrasse 54, 5616-Meisterschwanden. WTD 8/70.

281 Industrial chemicals

● **28100—HONG KONG**—Aluminum sulfate for water treatment, 3,756 long tons, minimum 16% Al_2O_3, in kibbled form, ½ to 3 inch lumps, or in granular form, ⅛ inch min., in 112 lb. sacks. Bid deadline Oct. 9; Tender No. PT/39/70. Tender details with specifications enroute from Hong Kong to Chemicals Division. Contact Central Tender Board, Colonial Secretariat, HKG, Hong Kong or Crown Agents, Washington, D.C. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-

967-3468). A copy of the tender details for review will also be sent to the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **28100 — IRAN** — Caustic potash 2,000 kg: CL less than .008%; SO_4, less than .005%; K_2CO_3 less than 2%; KOH more than 84%. No heavy metal ion. Gs 85% potash dry mixture for Gs Alkaline Battery. Tender documents may be obtained from the Iranian State Railways, Tehran, Iran. Tender No. 871/49; bid deadline Oct. 12. Participants are required to pay Rls. 12,000 (US$1.00=75.75 Rials) as deposit for participation in the tender and submit them to the I.S.R. Cash Office and deposit its receipt together with their offer in the Tender Box in the Purchasing Dept., I.S.R., Tehran, Iran. Copies available from Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3465). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **28100 — RWANDA** — Powdered insecticide for use on Arabica coffee bushes in Rwanda. Value of insecticide estimated at 19 million Rwandan Francs ($190,000 U.S.). Bid deadline Oct. 15. Specifications and details available for $3 from OCIR, Box 104 Kigali or African Department, Banque Lambert, 24 Ave. Marnix, Brussels.

28150 — GERMANY — Food dyes, colors, also synthetic. Prices c.i.f. European ports. Emil Mueller (importer, distributor), 1-5 Wilhelmstr., 5038 Rodenkirchen. WTD 8/70.

28183—ISRAEL—Plasticizers, industrial, for use in connection with street immersion heaters. Direct purchase and exclusive agency. Danimpex Ltd.-Import & Export Agencies (importer, distributor, exporters), P.O. Box 2411, Ramat-Gan. WTD in preparation.

282 Synthetic materials

28211—GERMANY—Granulates, plastic. Prices c.i.f. European ports. Direct purchase and/or agency. Ekman & Co. GmbH (importer, agent, exporter), 23 Lindemannstrasse, 4 Duesseldorf. WTD 6/69.

28211 — GERMANY — Polyethylene and polystyrene, unsupported plastics. Correspondence requested in German. Haugolit-Plastik Wilhelm Haug (importer, manufacturer), D-7403 Pfaeffingen, Kreis Tuebingen, Baden-Wuerttemberg. WTD 8/70.

28213—GERMANY—Adhesives for use as charging material in paper industry. Direct purchase and/or agency. Ekman & Co. GmbH (importer, agent, exporter), 23 Lindemannstrasse, 4 Duesseldorf. WTD 6/69.

28215—SWITZERLAND — Plastic, resin material adhesives, specialties for general industrial use, building trade, refrigeration, air conditioning, glass. GYSO AG (importer, distributor, manufacturer), Flughofstrasse 57, 8152-Glattbrugg. WTD 8/70.

283 Drugs

28310 — NETHERLANDS — Biological chemicals and materials for laboratory use. Exclusive representations. Amstelstad C.V. (importer, distributor, agent), P.O.B. 9100, Amsterdam-18, 34 Dennenlaan, Zwanenburg. WTD 8/70.

28330—NETHERLANDS — Clinical-medicinal reagents, diagnostic reagents, medical research chemicals. Exclusive representations. Amstelstad C.V. (importer, distributor, agent), P.O. Box 9100, Amsterdam-18, 34 Dennenlaan, Zwanenburg. WTD 8/70.

28344 — HONDURAS — Pharmaceutical preparations acting on respiratory system for human use. Direct purchase and agency. Farmacia Villeda Morales (importer, distributor, retailer), Avenida Salvador Mendieta No. 509, Tegucigalpa, D.C. WTD in preparation.

28345 — HONDURAS — Pharmaceutical preparations acting on digestive or genitourinary systems for human use. Direct purchase and agency. Farmacia Villeda Morales (importer, distributor, retailer), Avenida Salvador Mendieta No. 509, Tegucigalpa, D.C. WTD in preparation.

28347—ENGLAND—Vitamin tablets. Coloroll Ltd. (importer, distributor, manufacturer), 72 Tottenham Court Rd., London W1P ODQ. WTD in preparation.

28347—HONDURAS—Vitamins, nutrient and hematinic preparations for human use. Direct purchase and agency. Farmacia Villeda Morales (importer, distributor, retailer), Avenida Salvador Mendieta No. 509, Tegucigalpa, D.C. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28443 — GERMANY — Hair shampoos, tints, coloring preparations, permanent wave solutions, hair conditioners. Prices c.i.f. European ports. NOWA-Westi GmbH (importer, distributor), 26-28 Bahnstrasse, Postfach 257, 56 Wuppertal Vohwinkel. WTD 8/70.

28445 — HONDURAS — Cosmetics, toilet preparations. Direct purchase and agency. Farmacia Villeda Morales (importer, distributor, retailer), Avenida Salvador Mendieta No. 509, Tegucigalpa, D.C. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

28518—SWITZERLAND—Putties, caulking compounds, other allied specialties for general industrial use, building trade, refrigeration, air conditioning, automotive, glass. GYSO AG (importer, distributor, manufacturer), Flughofstrasse 57, 8152-Glattbrugg. WTD 8/70.

287 Agricultural chemicals

● **28700—INDONESIA**—Ammonium sulfate (Z.A.) 9,890 metric tons, minimum 21% N; rock (natural) 4,700 mt, phosphate minimum 25% P_2O_5 on dry matter; muriate of potash (KCL) 60% K_2O 10,100 mt; and mineral magnesium sulfate (Kieserite) 20-26% MGO 3,290 mt. Bids required to indicate prices in suppliers country of origin currency. Quotations must be broken down as follows: (1) "NET FOB Port of Exit" for each item, (2) "NET FOB Port of Exit" total of specified quantity of each item, (3) "Estimated total ocean freight" up to Belawan for entire quantity each item, (4) Estimated overall C&F to Belawan. Tender No. 4691/DIM/70, bid deadline Oct. 5. Address bids to Ministry of Trade, Republic of Indonesia, Dkalan Abdul Muis, Djakarta. Envelope to be marked in capital letters in lower left hand corner: "Invitation for bids No. 4691/DIM/70 due on October 5, 1970." Tender with specifications are enroute from Djakarta to the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3465).

289 Chemical products

28911 — SWITZERLAND — Adhesives, glues, cements, specialties, for general industrial use, building trade, refrigeration, air conditioning, automotive, glass. GYSO AG (importer, distributor, manufacturer), Flughofstrasse 57, 8152 Glattbrugg. WTD 8/70.

28993—NETHERLANDS — Chemical releasing agents for concrete containing substances, which react chemically with alkali in concrete to produce releasing agents which positively prevent bonding between poured concrete and form, eliminating expense of form cleaning; must not stain gray or white concrete nor impair bonding character of paints, adhesives, epoxies, similar materials intended for use on concrete; can be used as maintenance coating for cement and concrete equipment and materials. Direct purchase and/or agency for western Europe. USOCO N.V. Attn: Mr. M. Kurpershoek, Gen. Mgr. (importer, distributor/exporter, agent, blender/packer of petroleum product specialties), 60 Galileistraat, or P.O. Box 6140, Rotterdam-3009. WTD 8/70.

291 Petroleum refining

29111 — GERMANY — Gasoline. Prices c.i.f. European ports. AMC Allgemeine Mineraloel-Handels Compagnie GmbH & Co. (importer, distributor, exporter), 41 Kaiser-Wilhelm-Ring, Postfach 188, 4 Duesseldorf-Oberkassel. WTD 8/70.

29114—GERMANY—Distillate fuel oil. Prices c.i.f. European ports. AMC Allgemeine Mineraloel-Handels Compagnie GmbH & Co. (importer, distributor, exporter), 41 Kaiser-Wilhelm-Ring, Postfach 188, 4 Duesseldorf-Oberkassel. WTD 8/70.

29115 — GERMANY — Residual fuel oil. Prices c.i.f. European ports. AMC Allgemeine Mineraloel-Handels Compagnie GmbH & Co. (importer, distributor, exporter), 41 Kaiser-Wilhelm-Ring, Postfach 188, 4 Duesseldorf-Oberkassel. WTD 8/70.

29117 — GERMANY — Lubricating oils, greases. Prices c.i.f. European ports. AMC Allgemeine Mineraloel-Handels Compagnie GmbH & Co. (importer, distributor, exporter), 41 Kaiser-Wilhelm-Ring, Postfach 188, 4 Duesseldorf-Oberkassel. WTD 8/70.

29118 — GERMANY — Naphtha. Prices c.i.f. European ports. AMC Allgemeine Mineraloel-Handels Compagnie GmbH & Co. (importer, distributor, exporter), 41 Kaiser-Wilhelm-Ring, Postfach 188, 4 Duesseldorf-Oberkassel. WTD 8/70.

295 Paving, roofing materials

29521 — SWITZERLAND — Asphalt, tar saturated felts, boards for automotive, general industrial use, allied asphalt, tar products. GYSO AG (importer, distribu-

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tor, manufacturer), Flughofstrasse 57, 8152-Glattbrugg. WTD in preparation.

29522 — SWITZERLAND — Asphalt, tar coatings, cements, pitches for building trade. GYSO AG (importer, distributor, manufacturer), Flughofstrasse 57, 8152 Glattbrugg. WTD 8/70.

29523 — SWITZERLAND — Asphalt, tar roofing and siding products for building trade. GYSO AG (importer, distributor, manufacturer), Flughofstrasse 57, 8152-Glattbrugg. WTD 8/70.

303 Reclaimed rubber

30310 — NETHERLANDS — Whole tire rubber reclaim: rubber hydrocarbon content 40-60%; acetone extract 15-20%; ash 10-15%; carbon black 15-25%; free sulfur 0.05% max.; acidity 0.02% max.; specific gravity 1.1-1.2. Direct purchase or agency, Internatio-Group Attn: K. H. Carree (importer, distributor/exporter, manufacturer), 29 Westerstraat, Rotterdam-2. WTD 7/70.

307 Plastic products

30795—ISRAEL—Plastic moldings and inserts, for use in connection with industrial heating (immersion heaters), all shapes and sizes. Direct purchase and exclusive agency. Danimpex Ltd.—Import & Export Agencies (importer, distributor, exporter), P.O. Box 2411, Ramat-Gan. WTD in preparation.

30798 — NETHERLANDS — Disposable plastic and rubber laboratory products. Exclusive representations. Amstelstad, C.V. (importer, distributor, agent), P.O. Box 9100, Amsterdam-18, 34 Dennenlaan, Zwanenburg. WTD 8/70.

311 Leather tanning, finishing

31112—JAPAN—Tanned, finished slink calfskins with extremely short hair (unborn calfskins). Fuso Trading Co., Ltd. (importer, distributor), Naka Bldg., 14-17 Tsukiji 2-chome, Chuo-ku, Tokyo. WTD 1/69.

314 Footwear, except rubber

31413 — HONDURAS — Complete line of youths', boys' shoes. Almacen Gabriela—Rigoberto Stefan (importer, distributor, retailer), 4a. Calle 609, Tegucigalpa, D.C. WTD 8/70.

31415 — HONDURAS — Complete line of women's, children's shoes. Exclusive distribution. Almacen Gabriela—Rigoberto Stefan (importer, distributor, agent), 4a. Calle 609, Tegucigalpa, D.C. WTD 8/70.

31416 — HONDURAS — Complete line of infants' shoes. Exclusive distribution. Almacen Gabriela—Rigoberto Stefan (importer, distributor, retailer), 4a. Calle 609, Tegucigalpa, D.C. WTD 8/70.

329 Abrasive, asbestos, nonmetallic mineral products

32912—SWITZERLAND—Artificial, natural bonded abrasives, complete line for automotive, general industrial and building trade. GYSO AG (importer, distributor, manufacturer), Flughofstrasse 57, 8152-Glattbrugg. WTD 8/70.

32950—GERMANY—Clay and gypsum for use as filling material in paper industry. Prices c.i.f. European ports. Direct purchase and/or agency. Ekman & Co. GmbH (importer, agent, exporter), 23 Lindemannstrasse, 4 Duesseldorf. WTD 6/69.

331 Steel mill products

33120 — GERMANY — Special materials (17–4 PH steel). Prices c.i.f. European ports. Schroeder & Co. KG (distributor, manufacturer), 46 Hoemerich Strasse, 5270 Gummersbach. WTD 8/70.

33126—LEBANON—Stainless steel tubes for use in manufacture of kitchen and hospital stainless steel furniture, utensils. International Hospital Supply Co. (importer, agent, retailer), Starco Bldg., P.O. Box 41[illegible], Beirut. WTD 2/70.

33127 — LEBANON — Stainless steel sheets length 2 or 3 meters, width 122 cms., thickness 1-2 mm. for use in manufacturing kitchen hospital stainless steel furniture, utensils. International Hospital Supply Co. (importer, agent, retailer), Starco Bldg., P.O. Box 4138, Beirut. WTD 2/70.

33176 — GERMANY — Tubes, stainless steel, regular and/or colored finish, for manufacture of writing utensils, U.S. specification AISI 304 or 302, wall thickness 0.25 mm., diameter 11.8 mm., welded with invisible welding seams. Requests prices for various quantities and delivery time. Rodi & Wienenberger AG (manufacturer), 56-68 Bleichstrasse, D-7530 Pforzheim. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● 33500—BURMA — Aluminum conductor and accessories, unspecified. Bid deadline Nov. 3; Tender No. 49(T)/EL-ESB(E)/69-70. Specifications and tender forms available for K 40/- (approximately $8.40) from Controller of Stores, Electricity Supply Board, Rose Bank Rd., Ahlone, Rangoon.

● 33500 — INDIA — Supply of copper conductors of various weights. Conductors should be hollow and square, having 101% electrical conductivity. Copper contents 99.9% minimum, oxygen free or of electrolytic tough pitch type. Tender No. 1 — BARC/P/ELE/6631, No. 2 — BARC/P/ELE/6633; bid deadline Sept. 28. Contact Head, Purchase Division, Bhabha Atomic Research Centre, Mohattan Market, IV Floor, Palton Road, Bombay 1.

● 33500—INDIA—Supply of 7840 meters (approximately 2.40 metric tons in weight) hollow copper conductors. Tender No. BARC/P/ELE/6632; bid deadline Sept. 28. Contact, Head Purchase and Stores Division, Bhabha Atomic Research Centre, 3rd Floor, Mohatta Bldg., Palton Road, Bombay 1.

● 33500—INDIA—Supply of rolled brass plates and tube plates, quantity 50 metric tons in various sizes. Bid deadline Oct. 16. Contact Manager, Purchasing and Main Stores, Heavy Electricals (India) Limited, P. O. Piplani, Bhopal, Madhya Pradesh.

342 Cutlery, hand tools, general hardware

34231—NETHERLANDS — Light garage equipment. Exclusive distributorship. N. V. Cytex, Attn: W.Th.A. van der Velde (importer, distributor), 311 Singel, Amsterdam. WTD 8/70.

34231 — SWEDEN — Pliers, ball peen hammers. Einar Gyllenhammar & Co. AB (importer, distributor, manufacturer), Tegnerlunden 14, S-113 59 Stockholm. WTD 8/70.

34232—NETHERLANDS — Agricultural handtools. Exclusive distributorship. Helders van de Wall N.V., Attn: N. van Gelderen (importer, distributor), 25A Korenmarkt, Arnhem. WTD 8/70.

34232 — SWEDEN — Can openers, nonelectric. Einar Gyllenhammar & Co. AB (importer, distributor, manufacturer), Tegnerlunden 14, S-113 59 Stockholm. WTD 8/70.

34233 — NETHERLANDS — Handtools, except edge tools. Exclusive distributorship. Helders van de Wall, N.V., Attn: N. van Gelderen (importer, distributor), 25A Korenmarkt, Arnhem. WTD 8/70.

34291 — SWEDEN — Marine hardware. Einar Gyllenhammar & Co. AB (importer, distributor, manufacturer), Tegnerlunden 14, S-113 59 Stockholm. WTD 8/70.

34292—SWEDEN — Furniture hardware, such as furniture casters, other floor protective devices, including slides, glides, furniture rests, desk leg cups. Einar Gyllenhammar & Co. AB (importer, distributor, manufacturer), Tegnerlunden 14, S-113 59 Stockholm. WTD 8/70.

34294 — NETHERLANDS — Builders' hardware. Exclusive distributorship. Helders van de Wall N.V., Attn: N. van Gelderen (importer, distributor), 25A Korenmarkt, Arnhem. WTD 8/70.

34294—SWEDEN — Builders' hardware, such as padlocks; screen, storm door hardware; door closers and checking devices; hangers, tracks, related items. Einar Gyllenhammar & Co. AB (importer, distributor, manufacturer), Tegnerlunden 14, S-113 59 Stockholm. WTD 8/70.

34295—SWEDEN—Fireplace fixtures and equipment, andirons, screens, tongs, other fire tools. Einar Gyllenhammar & Co. AB (importer, distributor, manufacturer), Tegnerlunden 14, S-113 59 Stockholm. WTD 8/70.

344 Fabricated structural metal products

● 34400—NEW ZEALAND—Three year contract for supply and delivery of 4,000 tons of parts for galvanized steel transmission line towers for 220 kv Class "M" lines. Initial requirement is for 220 towers comprising 115 standard suspension "S"" type towers and accessories; 95 angle "A" type towers with suspension and strain crossarms and accessories; and 10 heavy strain and dead end "D" type towers and accessories. Towers would be subject to 20% duty. Bid deadline Oct. 13. Purchasing authority is The Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North. Specifications may be borrowed from the Construction and Building Materials Division, BDSA-645, Room 5611, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3602).

● 34400—TAIWAN—Supply EHV transmission line: self-supporting steel towers, two strands of 7 No. 8 Awg aluminum-clad overhead shield wires and two circuits of 3-phase, dual bundled 954 Mcm ACSR conductors. Bidders can obtain prequalification documents for U.S. $10 per set at: Commonwealth Associates Inc., 209 E. Washington Ave., Jackson, Mich. 49201, Attn: E. L. Phillips. Bidding open to firms located in Switzerland and/or firms in countries that are members of

IBRD. Bid bond will be required for each bidder and a performance bond from successful bidder.

346 Metal stampings

34611—SWEDEN — Household cooking, kitchen utensils. Einar Gyllenhammar & Co. AB (importer, distributor, manufacturer), Tegnerlunden 14, S-113 59 Stockholm. WTD 8/70.

351 Engines, turbines

● **35100—AUSTRALIA** — Supply, erect, start-up and maintenance of two package type gas turbine generating units, 15 mw capacity and one gas turbine generating unit of 50 mw capacity. Tender No. 195/70; bid deadline Oct. 5. State Electricity Commission of Western Australia, Box L921, G.P.O., Perth 6001. Specifications available from the Power & Electrical Equipment Division, U.S. Department of Commerce, BDSA, Room 5886C, Washington, D.C. 20230 ★(202-967-4188).

35111—GERMANY—Hydraulic generators. Prices c.i.f. Hamburg or Bremen. Direct purchase and agency. Flexa Controls GmbH (importer, distributor, agent), 1 Folkwangstrasse, 43 Essen. WTD 7/70.

352 Farm machinery

35227 — NETHERLANDS — Lawnmowers. Exclusive distributorship. Helders van de Wall N.V., Attn: N. van Gelderen (importer, distributor), 25A Korenmarkt, Arnhem. WTD 8/70.

353 Construction, mining, materials handling machinery, equipment

● **35300—IRAN**—Two track cranes, 10 ton capacity each; two crawler type cranes, five ton capacity. Tender No. 708 & 709/49; bid deadline Oct. 19. Ministry of Roads, Iranian State Railways, Tehran. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35300—PARAGUAY** — Various quantities of highway maintenance machinery and repair parts for the Second Road Maintenance Program (1970-3), sponsored by Paraguay, which has been granted a loan by the IBRD. Bid deadline Oct. 6. Direccion General de Vialidad, Ministerio de Obras Publicas y Comunicaciones, Calle General Diaz y Alberdi, Asuncion. Detailed specifications may be purchased for Guaranies 2,000 (U.S.$1.00 =126 Guaranies) from the above address.

● **35300—VENEZUELA**—Mill and treating equipment valued at $300,000 for grinding, classifying, precipitating, roasting, and cyanidating the ore to recover lode gold. Interested parties should contact Director de Minas, Ministerio de Minas e Hidrocarburos, Centro Simon Bolivar, Torre Norte, Caracas. Bid deadline not specified.

35324 — KOREA — One complete set of mining drills mounted with air compressor capable of at least 210 lbs. pressure. Requests catalogs, quotations. Pusan Chamber of Commerce & Industry, Foreign Affairs Dept. 38, 2-Ka, Daekyo-ro, Chung-ku, Pusan. WTD in preparation.

35330—NIGERIA—Water drilling equipment; capable of drilling to depth of 1,500 ft. at diameters varying from 8″ to 24″. Water Development Co., c/o Ministry of Works & Transport (government agency), c/o Ministry of Works & Transport, Benin City, Mid-Western Nigeria.

354 Metalworking machinery

● **35400—KOREA**—Blast cleaning machine with replacement parts, 10′x10′x13′; crankshaft grinder, 22″ swing, 84″ between centers; and a jig boring machine with 10″x19″ table. Tender No. KFX-0158-PI-P.R. No. 70-G-74 (Part I); bid deadline Oct. 1. Office of Supply, Government of the Republic of Korea, Seoul. Specifications are available from the Metalworking Equipment Division, BDSA, Room 5890, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652).

● **35400—PAKISTAN** — Railway bridge equipment, including: eight pneumatic riveting guns and two rivet busters for rivets up to 1½″ diameter; four pneumatic chipping hammers; two pneumatic grinders with 6″ wheels; two pneumatic 1½″ diameter drills, 2,000 feet steel rope; two hand winches; and 60 alloy steel chains, various sizes. Tender No. PR-1/70/Br/2; bid deadline Oct. 5. Secretary, West Pakistan Railway Board, P.W.R. Headquarters (Room 19, Ground Floor), Empress Road, Lahore. Tender documents may be purchased from the above address for $6.26, plus $2 airmail postage, per copy.

● **35400 — PAKISTAN** — Metalworking machinery and equipment for machine tool factory. Semi-turnkey basis. Tender No. Pub/Advt/Gen(Int'l)-70/3809; bid deadline Nov. 16. Senior Executive, Heavy Industries Division, East Pakistan Industrial Development Corp., EPIDC House, Motijheel Commercial Area, Dacca-2. Tender documents may be purchased from Controller of Accounts, Accounts Division E.P.I.D.C., EPIDC House, Motijheel Commercial Area, Dacca-2 for 1,000 Pakistani rupees ($210.00) per copy.

35410 — NETHERLANDS — Machine tools, metal-cutting types. Exclusive distributorship. Helders van de Wall N.V., Attn: N. van Gelderen (importer, distributor), 25A Korenmarkt, Arnhem. WTD 8/70.

355 Special industry machinery

● **35500 — BURMA** — Bid deadline for "Grass Roots" Petroleum Refinery (see INTERNATIONAL COMMERCE May 18, p. 48, and *Commerce Business Daily*, May 7, p. 26) has been extended to Nov. 30. Ref. No. 11E/2/70/630. Tenders available at $10.50 and $6.50 for oil blending and supply of base oils, respectively, from Burmese Embassy, 2300 S St., NW., Washington, D.C. 20008.

35513 — AUSTRIA — Packing, labelling, other handling machinery for food industry. MULTOPACK Maschinenhandelsgesellschaft mbH (importer, agent), Gemeindeberggasse 45, A-1130 Vienna. WTD 8/70.

35513 — GERMANY — Meat processing, packing machinery. Prices c.i.f. European ports. Emil Mueller (importer, distributor), 1-5 Wilhelmstrasse, 5038 Rodenkirchen. WTD 8/70.

35530—PAKISTAN—Shaping machine. Requests catalogs, quotations, c. & f., Karachi. Intertrade Distributors Ltd. (importer), 79, 80 Chambers of Commerce Bldg., Nicol Rd., Karachi. WTD in preparation.

35531 — GUATEMALA — Portable sawmill machines for use in scrub pine forests. Correspondence requested in Spanish. Roberto Gonzalez E. (lumber exporter), Apartado Postal 950, Guatemala City. WTD in preparation.

35540 — GERMANY — Paper industries machinery, attachments. Prices c.i.f. European ports. Direct purchase and/or agency. Ekman & Co. GmbH (importer, agent, exporter), 23 Lindemannstrasse, 4 Duesseldorf. WTD 6/69 .

35592—GERMANY—Foundry machinery. Prices c.i.f. European ports. Direct purchase and/or agency. Ekman & Co. GmbH (importer, agent, exporter), 23 Lindemannstrasse, 4 Duesseldorf. WTD 6/69.

35593 — GERMANY — Accessories for plastics-working machinery for manufacture of films. Brueckner-Trockentechnik KG (manufacturer, exporter), 10 Benzstrasse, D-7250 Leonberg-Eltingen, Baden-Wuerttemberg. WTD 7/70.

35594—THAILAND—Automatic or semi-automatic machinery for manufacturing rubber V-belting of various types with capacity of 60,000 pieces per mo., 8 hrs. a day, and for manufacturing rubber transmission belts with capacity of 1 million IPF per mth., 8 hrs. a day: quality of 26 oz. Requests catalogs, engineering assistance on turn-key basis. Thongthai (1956) Co., Ltd. (importer, distributor), 726-768 New Rd., Samyaek, Bangkok. WTD in preparation.

35595—BRAZIL—Machinery for manufacturing optical goods. Empresas Reunidas Oticas Brasil S.A. (importer, distributor retailer), Rua Buenos Aires, 210 1°andar Rio de Janeiro, ZC-00 GB. WTD 6/70.

35595—FRANCE—Automatic winder for electrolytic fixed capacitors; automatic coiling-printing machine for capacitors. Price lists, descriptive literature requested. Correspondence requested in French. Szilagyi Jean (distributor), 150 cours du Gen. De Gaulle, 33 Gradignan. WTD 2/70.

356 General industrial machinery

● **35600—PAKISTAN**—Supply of railway bridge material including: paving breaker, manila rope, winches, portable arc welding sets, pully blocks for wire rope, self-lowering ball bearing screw jacks and mobile diesel crane with spares for two years maintenance. Tender No. PR-1/70/BR/3; bid deadline Oct. 12. Secretary, West Pakistan Railway Board, P.W.R. Headquarters (Room No. 19, Ground Floor), Empress Road, Lahore. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35662 — GERMANY — Drives, industrial, all types. Prices c.i.f. European ports. Direct purchase and agency. Walther Flender GmbH (importer, distributor, wholesaler), 85-87 Hildener Strasse, 4 Duesseldorf-Benrath. WTD 7/70.

35690—AUSTRIA—Packaging, labelling, other machinery for paper converting industry. MULTOPACK Maschinenhandelsgesellschaft mbH (importer, agent), Gemeindeberggasse 45, A-1130 Vienna. WTD 8/70.

357 Office, computing, accounting machines

35730—ENGLAND—Computer peripheral equipment; punches, printers, tapes, display systems. Business Data Products Ltd. (manufacturer), Acorn House, 314 Gray's Inn Rd., London, W.C.1. WTD 7/70.

358 Service industry machines

35820—FRANCE — Drycleaning presses. Descriptive literature, price lists requested. Chaix & Co. (importer, distributor, agent), B.P. No. 29, 33 La Teste. WTD 10/69.

361 Electrical transmission, distribution equipment

● 36100—INDIA—Supply of eight field strength meters, one field intensity meter, seven LD oscillators, seven DNL meters, one frequency measuring equipment, four tension dynamometers, one selective microvoltimeter. Tender No. ES-10/210/30/129/Cell-463; bid deadline Oct. 20. Invited by the Directorate General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi, India. Terms and specifications available for $2.50 per copy from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref: CDN/ENQ/147.

● 36100—INDIA—Supply of testing instruments for microwave systems including: power meters, variable attenuators, frequency meters, link analyzers, clip-on milliammeters, transmission measuring sets, noise load test sets, digital voltmeters, receivers, terminations, RF millivoltmeters, etc. Tender No. 162-17/70 TPL (CP); bid deadline Dec. 3. Invited by the Deputy Chief Engineer (CP), Post and Telegraphs Directorate, Parliament St., New Delhi, India. Terms and specifications available for $2.50 per copy from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref: CDN/ENQ/145.

● 36100 — PARAGUAY — Supply transformers, one and three phase, auxiliary and metering; switchgear and switchboard apparatus, circuit breakers, converters—50/60hz, 30,000 kva; submarine cable, 15 kw; related equipment for power transmission and distribution. Tender No. ANDE 21/70; documents by Nov. 3 and bid deadline Nov. 16. Specifications and documents available U.S. $150 from ANDE, Calle Padre Cardozo 560, Asuncion.

● 36100—NEW ZEALAND—Supply and delivery of one 200 mva 220/110/11 kv auto-transformer bank and one spare unit; totaling four 66,667 kva 127/63.5/11 kv, 50 hz, 1-phase auto-transformers, outdoors, oil-immersed. Tender No. 553; bid deadline Nov. 3. The Secretary, Tenders Committee, New Zealand Electricity Department, P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4188).

● 36100—THAILAND— Supply 15 sets of 69 kv indoor circuit breaker control boards. Tender No. MEA-PSD-207: bid deadline Oct. 22. Purchase and Stores Department Metropolitan Electricity Authority, 121 Chakrapetch Road, Bangkok 2. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4188).

● 36100 — TRINIDAD — Supply seven 66,000 volt, 3-phase, 60 cycle circuit breakers. Tender No. 2060; ten 66 kv 3-phase double break, rotating pedestal isolators, Tender No. 2061; bid deadline Oct. 16. The Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad, W.I., P.O. Box 121. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886c, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4188).

36112 — GERMANY — Analysers. Prices c.i.f. Hamburg or Bremen. Direct purchase and agency. Flexa Controls GmbH (importer, distributor, agent), 1 Folkwangstrasse, 43 Essen. WTD 7/70.

362 Electrical industrial apparatus

36220—GERMANY—Electronic measuring and control equipment. Prices c.i.f. Hamburg or Bremen. Direct purchase and agency. Flexa Controls GmbH (importer, distributor, agent), 1 Folkwangstrasse, 43 Essen. WTD 7/70.

36232—FRANCE — Automatic welding machine for precision welding work. Descriptive literature, price lists requested. Correspondence requested in French. Szilagyi Jean (importer), 150 cours du Gen. De Gaulle, 33 Gradignan. WTD 2/70.

363 Household appliances

36311 — SPAIN — Household cooking equipment. Montesa, S.A. (importer, distributor, retailer), Velazquez, 48, Madrid (1). WTD 8/70.

36331 — NETHERLANDS — Electric household washing machines, dryers and washer-dryer combinations (220 V-AC). Exclusive distributorship. Helders van de Wall N.V., Attn: N. van Gelderen (importer, distributor), 25A Korenmarkt, Arnhem. WTD 8/70.

36331 — SPAIN — Household laundry equipment. Montesa, S.A. (importer, distributor, retailer), Velazquez, 48, Madrid (1). WTD 8/70.

36343—NETHERLANDS — Toasters and grills (220 volt, 50 cycle, ac). Exclusive distributorship. Helders van de Wall N.V., Attn: N. van Gelderen (importer, distributor), 25A Korenmarkt, Arnhem. WTD 8/70.

36350 — SPAIN — Household vacuum cleaners. Montesa, S.A. (importer, distributor, retailer), Velazquez, 48, Madrid (1). WTD 8/70.

364 Electric lighting, wiring equipment

● 36400—BURMA—Supply HVL Insulators. Tender No. 48(T)/EL-ESB(E)/69-70; bid deadline Oct. 30. Specifications and tender forms available for $3.15 plus postage at Office of the Controller of Stores, Electricity Supply Board, Rose Bank, Ahlone, Rangoon, Burma.

365 Radio, television sets

36510—SPAIN—Radio, television receiving sets. Montesa, S.A. (importer, distributor, retailer), Velazquez, 48, Madrid (1). WTD 8/70.

367 Electronic components, accessories

36740 — GERMANY — Electronic components, especially semiconductors in large quantities. Direct purchase and agency for Baden-Wuerttemberg. Uwe KLEMM-Industrie Elektronik (importer, distributor), 3 Kurt Schumacher Strasse, D-7030 Boeblingen, Baden-Wuerttemberg. WTD 8/70.

36742—GERMANY—Transistors. Hirschmann, Richard KG (importer, manufacturer), D-7300 Esslingen a. Neckar, 19 Ottilienstrasse, Baden - Wuerttemberg. WTD 8/70.

36749 — GERMANY — Semi-conductors. Prices c.i.f. European ports. Direct purchase and agency. P. M. Majunke (importer, retailer, agent), 8 Max-Planck-Strasse, 5047 Wesseling. WTD 8/70.

36790 — GERMANY — Electronic components. Prices c.i.f. European ports. Direct purchase and agency. P. M. Majunke (importer, agent, retailer), 8 Max-Planck-Strasse, 5047 Wesseling. WTD 8/70.

36792—GERMANY—Capacitors. Hirschmann, Richard-KG (importer, manufacturer), D-7300 Esslingen a. Neckar, 19 Ottilienstrasse, Baden-Wuerttemberg. WTD 8/70.

36793—GERMANY—Resistors. Hirschmann, Richard-KG (importer, manufacturer), D-7300 Esslingen a. Neckar, 19 Ottilienstrasse, Baden-Wuerttemberg. WTD 8/70.

371 Motor vehicles, motor vehicle equipment

37140—ISRAEL—Heavy-duty truck parts and accessories, specifically: fifth wheels, wheel rims, axles, brake drums, cylinder heads, differential parts, drive shafts, transmission gear and parts, clutches and parts, tubing for propeller shafts, and power take-offs. S. M. Krausz & Co. Ltd. (importer, distributor, agent, rebuilders of heavy-duty trucks and parts), 18 Ha'arb St., Tel Aviv. WTD 8/70.

37141 — HONDURAS — Spare parts for American, European, and Japanese cars, trucks, buses. G. & E. International Agencies (importer, distributor, retailer), Apartado Postal 2-1040, Tegucigalpa, D. C. WTD in preparation.

37141 — NETHERLANDS — Automotive accessories. Exclusive distributorship. N.V. Cytex, Attn: W.Th.A. van der Velde (importer, distributor), 311 Singel, Amsterdam. WTD 8/70.

37150 — ISRAEL — Semi-trailers for trucks and tractors; trailer axles. S. M. Krausz & Co. Ltd. (importer, distributor, agent, rebuilders of heavy-duty trucks and parts), 18 Ha'arba St., Tel Aviv. WTD 8/70.

379 Tranportation equipment

37910—FRANCE—House trailers, auto-

mobile small and medium sizes. Descriptive literature, price lists requested. Martin (Establissements Roland) (importer, manufacturer), Ave. de Strasbourg, 17, Chatelaillon. WTD 8/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● 38200—GHANA—Supply of 3,500 water meters, ½ inch diameter; and 1,500 water meters, ¾ inch diameter, for Accra-Tema water system. Bid deadline Nov. 3. Invited by the Ghana Water and Sewerage Corp. (GWSC), P.O. Box M 194, Accra, Ghana. Contract is part of project partially financed by IDA. Tender documents are available upon payment of U.S.$10.00 from the Tahal Consulting Engineers, Ltd., P.O. Box 4316, Accra, Ghana. Documents may be examined at the Ghana Embassy, 2460 16th St., NW., Washington, D.C.

38212 — AUSTRIA — Turbine-type flowmeters for liquids and gases, precision (rotary) flowmeters, related control equipment. Direct purchase and agency. Ing. Oswald Feuerwerk (importer, distributor, agent, exporter), Zaunergasse 16, P.O. Box 32, A-1037 Vienna. WTD 8/70.

38216 — NETHERLANDS — Automotive radiator pressure testing equipment and exhaust fume testing equipment. Exclusive distributorship. N.V. Cytex, Attn: W.Th.A. van der Velde (importer, distributor), 311 Singel, Amsterdam. WTD 8/70.

384 Surgical, medical, dental instruments

● 38400—TUNISIA—Supply of 357 items in large quantities of hospital and laboratory supplies and equipment including bandages, gauze, syringes, compresses, urinals, bottles, thermometers, tubes, needles, burettes, pipettes, ampoules, x-ray film, etc. Bid deadline Sept. 28. Invited by the Pharmacie Centrale de Tunisie, Ave. Charles Nicolle, El-Menzah Tunis, Tunisia. Terms and specifications in French are available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939).

385 Ophthalmic goods

38511—BRAZIL—Frames for spectacles. Fmpresas Reunidas Oticas Brasil S.A. (importer, distributor, retailer), Rua Buenos Aires, 210 1°andar Rio de Janeiro, ZC-00 GB. WTD 6/70.

38512—BRAZIL—Ophthalmic and contact lenses. Empresas Reunidas Oticas Brasil S.A. (importer, distributor, retailer), Rua Buenos Aires, 210 1°andar Rio de Janeiro, ZC-00 GB. WTD 6/70.

386 Photographic equipment, supplies

38610—SPAIN—Photographic equipment, supplies. Montesa, S.A. (importer, distributor, retailer), Velazquez, 48, Madrid (1). WTD 8/70.

393 Musical instruments, parts

39314 — GERMANY — Musical instruments, accessories including strings, amplifiers, etc. Prices c.i.f. European ports. A. Pellarin & Sohn (distributor, retailer, exporter), 243 Zuelpicher Strasse, 5 Koeln 41. WTD 7/70.

394 Toys, amusement, sporting goods

39493 — SWEDEN — Underwater sports equipment; tennis, badminton, related equipment; other sporting, athletic goods. Einar Gyllenhammar & Co. AB (importer, distributor, manufacturer), Tegnerlunden 14, S-113 59 Stockholm. WTD 8/70.

396 Costume jewelry, novelties, buttons, notions

39610—TOGO—Rings and ring mountings except precious metals. Price quotations c.i.f. Lome. Trans-World Trading Co. (importer, distributor, retailer), 14, rue de l'Eglise, B.P.1217, Lome. WTD 8/70.

39641—TOGO—Zippers and slide fasteners. Price quotations c.i.f. Lome. Trans-World Trading Co. (importer, distributor, retailer), 14, rue de l'Eglise, B.P. 1217, Lome. WTD 8/70.

Bids called for on Ecuador section of Pan-Am Highway

The Minister of Public Works, Ecuador, has published Tender No. 30-M-00-PP for the submission of bids on the construction and financing of the Northern Sector of the Ecuador portion of the Pan American Highway, together with supplementary projects. The bid deadline is Sept. 28.

Specifications and other necessary documents are available from the Secretaria del Comite de Licitaciones. Ministerio de Obras Publicas, Quito, Ecuador, upon payment of Sucres 5,000 (approximately U.S.$200 at current exchange rate of 25 Sucres to US$1). This fee is nonreimbursable.

The U.S. Embassy in Quito is forwarding additional information on this project to the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

Paraguay to purchase vehicles, equipment for city water system

The Director Ejecutivo, Corporacion de Obras Sanitarias, Avenida Espana 498, Asuncion, Paraguay, has issued tenders for centrifugal pumps and complementary equipment: Corposana IDB Tender No. 02/70, bid deadline Oct. 10. Chlorination equipment: Corposana IDB Tender No. 03/70, bid deadline Sept. 30. Water meters for homes and residences: Corposana IDB Tender No. 04/70, bid deadline Oct. 1. Dump trucks and light trucks: Corposana IDB Tender No. 05/70, bid deadline Oct. 2. Rotary excavator: Corposana IDB Tender No. 06/70, bid deadline Oct. 5. Loader: Corposana IDB Tender No. 07/70, bid deadline Oct. 6.

These tenders will be financed from funds derived from Loan 202/SF/PR granted by the Inter-American Development Bank. Documents concerning each of the above tenders may be obtained at a cost of 1,000 Guaranies, each (U.S.$1= 126 Guaranies) not reimbursable, from the above address.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AFGHANISTAN—Ikramuddin Sahibzada, Sahibzada Trading House, Mohammed Jan Khan Wat, Kabul, **interested in purchasing U.S. hardware, sanitary products, sports articles such as shotguns and shells, household goods, interior decoration items, tableware, air coolers and conditioners, clothes, children's sport articles.** Sept. 2 via New York for 30 days. c/o M. A. Dastageerzada. 14 Frost Lane, Hewlett, N.Y. 11557. Itinerary: New York, Washington, D.C., Chicago, Denver, cities in California. WTD 7/70.

BRAZIL—A. Pinheiro Jr., Industrial Director, Fornecedora Fabril S.A., (heavy machine shop) Rua 15 de Novembro 197, 91 andar, Sao Paulo, **interested in manufacturing machinery for U.S. firms in the Brazilian market.** Sept. 20 via Los Angeles or San Francisco for 3-4 weeks. c/o Dept. of Commerce Field Offices en route. Itinerary: Denver, New Orleans, Pittsburgh, New York, Philadelphia, Washington, D.C. WTD in preparation.

FRANCE—Michel Fayolle, President and General Manager, Mecelec, Allee des Dames, 07 Tournon-sur-Rhone, **interested in first importing into France and then manufacturing under license miniature connectors insulated on the outside, capable of connecting two small diameter wires of different metals, electrical miniature connectors insulated on the outside, removable, capable of connecting two wires of different diameters and metals.** Sept. 27 via San Francisco for 2 weeks. c/o Mrs. Lyse Fayolle-Breuer or Mr. Hagmann, 6766 Wedgewood Pl., Hollywood, Calif. 90028. Itinerary: San Francisco, Los Angeles, Pittsburgh, New York. WTD in preparation.

INDIA—A. K. A. Abdul Samad, Partner, Indo-Marine Agencies (Tamilnad), 45 Maracoir Labbai St., Madras 1, **interested in exporting to U.S. seafoods, pure silk, semi-precious stones.** End of Sept. via Buffalo until Oct. 10. c/o M. S. Cowen Co., 24 Stone St., New York, N.Y. 10004. Itinerary: Buffalo, New York, Washington, D.C., Chicago, Las Vegas, Los Angeles, San Francisco. WTD in preparation.

ISRAEL—S. M. Krausz, General Manager and Owner, S. M. Krausz & Co. Ltd., 18 Haarba St, Tel Aviv, and his affiliate Pinros Automobile Spare Parts Ltd., 107 Ha'hashmonaim St., Tel Aviv, **interested in direct purchase of new or used automotive parts for heavy-duty trucks, engines, air brakes, propeller shafts, etc. for rebuilding heavy duty trucks and in acquiring exclusive agencies and distributorships in these fields.** Approx. Sept. 1 via New York for 1 month. c/o Industria Americana & Co., 4151 Beverley Blvd., Los Angeles, Calif. 90004. Itinerary: New York, Boston, Toronto, Detroit, Chicago, Los Angeles, Seattle, Kansas City, New York, others as required. WTD 8/70.

ISRAEL—Aron Goldmann, General Man-

XUM

ager, Halifa Factory Ltd., and O.B.G. Ltd., 45 Allenby Rd., Tel Aviv, **interested in purchasing U.S. men's clothing and in acquiring know-how in men's line production.** Sept. 22 via New York for approx. 2 weeks. c/o A.T.I.D. Inc., 111 W. 40th St., New York, N.Y. 10018 (212-594-5215). Itinerary: New York, Boston, others as required. WTD in preparation.

ISRAEL—Albert Fildermann, Sales Manager, Supaco Engineering Supply Co. Ltd., 15 Bitsaron St., P.O. Box 9006, Tel Aviv, **interested in visiting plants and contacting manufacturers and suppliers of the whole range of electrical/electronics machinery and equipment (commercial, industrial, military) including newly developed road safety devices, traffic lighting, street cleaners and in contacting some U.S. suppliers of such products to the U.S. Army.** Approx. Sept. 10 via New York for 1 mo. c/o Mr. Fisher, Export Manager, Herculite, 1107 Broadway, New York, N.Y. 10010 (212-691-7550). Itinerary: New York, Philadelphia, Chicago, Minneapolis, San Francisco, Los Angeles, Phoenix, Dallas, New Orleans, others as required. WTD 11/69.

MALAWI—K. Peter Staub, Managing Director, Formulators & Distributors Ltd., Box 520 Blantyre, **interested in fogging and spraying machinery, nontoxic insecticides, aerosol manufacturing plant, aerosol valves, insect repellants, and generally methods of insect protection in foodstuffs and stored products and requesting technical information of U.S. legislation concerning use and sale of insecticides, pesticides and acaricides.** Sept. 30 via New York for 8 days. c/o Robert Staub, 95 Christopher St., New York, N.Y. 10014. Itinerary: New York, Ottawa, Chicago, Portland, Los Angeles, 1 or 2 stops in tobacco growing states to study stored tobacco protection. WTD in preparation.

MEXICO—J. M. Diaz, representing Electrey, S.A., Apartado Postal 1393, Monterrey, N.L., **interested in importing into the U.S. automotive electrical fuses and television circuit breakers.** Sept. 5 via McAllen, Tex. for 1 month. c/o 1515 Vidaurri, Laredo, Tex. 78041. Itinerary: Baltimore, Boston, Buffalo, Chicago, Cleveland, Detroit, Hartford, Milwaukee, New York, Philadelphia, Portland, San Francisco, Seattle. WTD in preparation.

NEW ZEALAND—Keith Wallis, Vice President, The Auckland Manufacturers Assn., P.O. Box 28-090, Auckland 5, **interested in meeting presidents of manufacturers or industry associations in Louisville, Cleveland.** Sept. 15 via Honolulu for 14 days. Itinerary: Honolulu, 9/17-22 Louisville, 9/22-24 Cleveland, 9/24-27 New York.

SOUTH AFRICA—A. C. Turner, Sales Manager, Sulzer, Brothers-Rice & Diethelm Ltd., Johannesburg, **interested in U.S. sources of machine tools and requesting technical information.** Sept. 20 via New York for 2 weeks. c/o Howard Johnson Motor Lodge, 8201 Higgins Rd., Chicago, Ill. 60631. Itinerary: Chicago, Milwaukee. WTD 2/69.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—On Aug. 24, the Nissan Motor Co. (Australia) announced an A$5 million (A$1=approx. U.S.$1.12) expansion program to be located on a seven acre site at Braeside, a suburb southeast of Melbourne. A new national parts depot will be completed this December and new administrative offices will headquarter Datsun's Australia-wide parts and accessories operation. Company spokesmen point out that sales now total 23,000 cars annually, and that the company's share of the Australian market had grown from 3.5% in 1968 to 4% in 1969, and is currently 4.5%.

BAHRAIN—The Bahrain Chamber of Commerce and Industry is planning a **new building complex** on 74,800 sq. ft. of seafront land in the center capital of Manama. The complex will include commercial showrooms and offices, an auditorium and 150-bed hotel. Cost estimates run approximately $2.5 million. Consulting architects are Mohamed S. Makiya and Associates, 130/1 Karadat Mariam, Baghdad. American firms interested in the project should request further details from Bahrain Chamber of Commerce and Industry, P.O. Box 248, Bahrain, Arabian Gulf. Cable: Tejaral before Oct. 15.

COSTA RICA—The Costa Rican Institute of Electricity is planning a $5.4 million **electrification program for the Guanacaste and Limon Provinces.** The program to expand rural service is expected to entail about $5 million in construction of transmission and distribution lines, sub-stations, and ancillary facilities. ICE has requested $3.8 million in financing from the Inter-American Development Bank (IDB), whose representatives visited Costa Rica in June 1969 for study and analysis of the program and to conduct preliminary negotiations. The Bank has completed a preliminary loan document and a final loan agreement should be forthcoming with solicitation of bids coming perhaps early in 1971. The program is divided into separate construction projects for each province. **Guanacaste Project for ICE:** Expansion of electrical sub-station at Barranca (near Puntarenas). Construction of approximately 170 km. of transmission lines between the Barranca sub-station and the vicinity of Canas, continuing toward Liberia, and between Canas and Guayabal. Construction of three reducing sub-stations at Canas, Liberia, and Guayabal. Construction of approximately 50 km. of distribution lines from Canas to Las Juntas and Tilaran. Construction of approximately 35 km. of distribution nets in Canas, Bagaces, Tilaran and Las Juntas. Installation of two diesel-electric units, 500 kw each, in Santa Cruz. Construction of a building for offices, repair shops, storage, etc., in Canas for operation and maintenance of the system. **Guanacaste Project for Rural Electric Cooperative** of Guanacaste (COOPEGUANA-CASTE): Construction of 124 km. of distribution lines and nets in approximately 15 localities within the Cantons of Nicoya and Nandayure. **Limon Project for ICE:** Installation of a 300 kw diesel-electric unit in Siquirres. Transfer and installation of five 488 kw diesel-electric units in Guacimo, once the locality of Liberia is tied into the Interconnected National System. Construction of an elevated sub-station in Guacimo. Construction of a distribution line of approximately 18 km. from Guacimo to Reventazon near Siquirres, and a stretch of three kilometers to nearby hamlets and lodges. Construction of approximately 35 km. of distribution nets in Siquirres, Guacimo, Guapiles and Toro Amarillo. Construction of a building for offices, repair shops, storage etc., in Guacimo for operation and maintenance of the system.

FRANCE—One of the largest **non-scientific computer projects** to be undertaken in France will be opened to bids from computer hardware and software firms in September. Labelled SOFIA, the project is being undertaken by the French Customs authorities in response to growing problems at Orly airport where rapidly increasing aircraft tonnage and a growing shortage of space has made it imperative to develop a real-time computer system for processing airfreight. The project, including both hardware and software, will run close to $10 million. According to reports the idea for the project came from London Airport's "LACES" project now underway. Airlines, approved customs brokers and a group of banks will also be associated with the customs authorities in financing and developing this project. The schedule calls for construction of the central processing center to commence by January 1971, with the unit becoming operational by July 1972. Terminals should be in place by mid-1973 and the system should go into operation by September 1973. Interested firms should contact the Direction Generale des Douanes, Bureau B 5, 8 rue de la Tour des Dames, Paris 9, France (telephone 874-99-40).

KOREA—Korea Shipbuilding and Engineering Corp. (KSEC), 29, 5-ka, Pongnae-dong, Tongnae-ku, Pusan, c/o OH Seh Yun, Director, Pusan Shipyard, is planning to **expand the equipment and facilities in its Pusan shipyard.** Desired equipment includes labor saving machinery and electric overhead traveling cranes with capacities of over 80 tons. The shipyard is currently equipped with 20-ton cranes. The KSEC is embarking on a modernization program which envisages expansion of its dry dock to admit a vessel of 100,000 tons in 1972 and one of 300,000 tons in 1973. The company also plans to enter into future technical agreements or joint ventures to manufacture heat exchangers, domestic boilers and machine tools.

KOREA—In the wake of recent floods, the Korean Government has announced development plans for **two large river basins:** the Yongsan and the Nakdong. The Republic is applying to the Asian Development Bank for $17 million and the

World Bank for $23.4 million. A commission has been established to oversee foreign loans and domestic subsidies for all river development programs. Within the commission a working committee was formed to conduct technical surveys and feasibility studies of the projects. According to information, the Korea Water Resources Development Corp., an independent Government organization, has line responsibilities for the Yongsan and Nakdong projects. **Yongsan River Basin:** The development of the Yongsan River Basin in Chollanamdo will begin in 1971, two years earlier than planned. The long-term project, to be finished by 1975, requires a World Bank loan of $23.4 million and $7,714 million (Korean) in government funds. The project will develop the flood-prone area into land permanently flood free. The project includes construction of five reservoirs, two water pumping stations, 45 water channels totaling 386 kilometers in length, three diversion weirs and the reclamation of river beds covering 65,750 acres. The completed reservoirs will supply 84,000 cubic tons of water daily. Reports indicate that Korea will soon apply for the $23.4 million World Bank loan. Andong Dam Project in the **Nakdong River Basin:** Korea plans to develop a $12,956 million multipurpose dam in Andong, North Kyongsang Province in the Nakdong River Basin. The dam is designed to prevent annual flooding and droughts and will utilize the water resources for electrical power, irrigation and inland navigation. The government is requesting an ADB loan of $17 million for the project; consequently an ADB team recently completed the project propriety survey. In consultation with the ADB, Korea will select a feasibility survey contracting firm and negotiate the project design contract soon. To launch the project in 1972 and complete it by 1976, the Korean Government has budgeted, for 1971, $3.5 million to finance preliminary works such as roads and temporary canals. Construction Minister Lee Han-lim stated that the 70 meter high dam will have a storage capacity of 1,200 million tons of water. It will also be equipped with power generating facilities with a rated generating capacity of 48,000 kw. Interested parties are advised to contact KWRDC, Kyung Mo AHN, president.

KOREA—Reports indicate that the Republic of Korea Government, through its Economic Planning Board (EPB) will soon conclude loan agreements with the Asian Development Bank (ADB) to finance **construction of power transmission and distribution facilities and a caprolactam plant.** Power Transmission: The construction of the transmission and distribution facilities will be financed by a $10 million ADB loan. The finished facilities will be owned and operated by the Korea Electric Corporation a Government-owned organization. Sources revealed that the ADB has completed the study and bid offers are probably now being received. Business sources state that foreign competitors probably include English Electric, Siemens and unidentified Italian and Japanese firms. Inquiries may be directed to the EPB, First Loan Division or the Foreign Procurement Section, KECO. Caprolactam Plant: The plant is part of an economic cooperation plan, utilizing economics of scale, between Korea and the Republic of China. Korea will build the caprolactam plant while the Republic of China will construct a DMT plant. The two sides are negotiating terms concerning exchange of the products. Korea hopes that the caprolactam plant construction will be financed with a $22 million ADB loan. The construction contracts will be secured by open international competitive bidding. Once completed, the plant will be owned and operated by the Chung-ju Fertilizer Co., a Government-owned corporation. At present, Chung-ju, the Government and the ADB are discussing the terms and method of financing.

KOREA—The Republic of Korea's Ministry of Construction has announced plans to **build three major highways in 1971.** The highways will link Seoul and Wonju, Pusan and Masan, and Chonju and Kwangju. Total costs are estimated at W21.7 million including $16 million in foreign exchange. **SEOUL-WONJU:** This 105 km, two lane highway will be the first part of a proposed major highway ultimately linking Seoul with the east coast at Kangnung. Government sources state that over W8 million will be spent for the Seoul-Wonju section and that no foreign exchange needs are contemplated. **PUSAN-MASAN:** Although a paved road now exists between these cities, Ministry sources explained that the government wishes to construct a Pusan-Masan superhighway as the first link of a planned 200 km road joining Pusan with Sunchon. The Pusan-Masan section is expected to cost W2.5 million plus $6 million in foreign exchange. Korea has applied to the IBRD for the $6 million loan. **CHONJU-KWANGJU:** This highway will be the second section of a major road system ultimately linking up Taejon and Sunchon. The 90 km section will cost W5.45 million plus $10 million in foreign currency. Korea has applied to the IBRD for this loan. Inquiries may be directed to the Bureau of Highways, Ministry of National Construction (MNC), Seoul, Korea.

KOREA—The Republic of Korean Government plans a major **expansion of water systems** between now and 1972 in 14 cities. Construction Ministry officials estimate expansion costs at W4.9 billion and $6.4 million in foreign exchange. Mission sources state that Korea's Economic Planning Board has already requested the Won portion to be included in the national budget. The Asian Development Bank will be approached for a loan on the foreign exchange costs. Further information is available from the Waterworks and Sewage Section, Ministry of National Construction (MNC), Seoul, Korea.

VENEZUELA—The Corporacion Venezolana de Fomento (CVF) with the Ministry of Agriculture (MAC) is attempting to develop the fishing grounds of the "Golfo de Paria" on the eastern coast of Venezuela and make of Guiria an International Fishery Port and fishing center of that area. Already under construction are breakwaters, quays and a shipyard in the Port of Guiria. CVF is assisting in the financing of 50 shrimp and 10 tuna boats of the following specifications: shrimp boats of approximately 80 tons, estimated cost without equipment Bs 840,000, engine Caterpillar 510 hp, length 27 meters, steel hull. Tuna boats of approximately 50 tons, estimated cost without equipment Bs 630,000, engine Caterpillar 425 hp, length 23.6 meters, steel hull. The boats are to be constructed locally, offering export opportunities for motors, marine hardware, communications and navigation equipment. The construction of the International Fishery Port at Guiria, also presents export opportunities for such products as equipment for freezing, processing and handling fish. Firms should communicate directly with: Corporacion Venezolana de Fomento (Programa Pesquero), Division de Promocion Industrial, Edificio La Perla, Bolsa a Mercaderes, Caracas.

VENEZUELA—The Creole Petroleum Corp. confirmed reports that it is developing a project for exporting liquefied natural gas (LNG) to the U.S. Creole is prepared to invest $155 million for the **construction of an LNG plant** in a joint venture with the Venezuelan Government. The plant would be constructed in the Lake Maracaibo area with capacity to liquefy 450 million cubic feet per day; the LNG would be sold under long-term contract to Columbia Gas System, Inc. of New York. Technical design studies are now under way and construction is expected to start in 1971. A Creole official reported that Creole proposes to form a joint enterprise with the government and participation by other private companies is not contemplated. With construction of the LNG plant, Creole will be putting to use 90% of the gas it now produces in Lake Maracaibo. With respect to the status of the company's negotiations with the Government of Venezuela, the spokesman said that "until now the only things that are firm are the submittal of the project to the Government and forward movement on technical design studies." The Lake Maracaibo LNG project will present opportunities for export of cryogenic equipment, associated hardware, and other equipment related to the gathering, compression, distribution, treatment, liquefaction, ship transport, handling, and storage of methane, ethane and propane. Further information is available from: Creole Petroleum Corp., Edificio Creole, Los Chaguaramos, Apartado 889, Caracas or Creole Petroleum Corp., 15 W. 51st St., New York, N.Y.

VENEZUELA—The Government-owned TV station Channel 5 announced plans to **build five repeater stations** at various locations. The program is to start in January of 1971. The Government of Venezuela has already approved Bs 5,772,000 for this purpose. The station operates on black and white only but will probably incorporate some basic color equipment. Interested manufacturers should write to: Dr. Andres Sucre, President, Televisora Nacional, Cerro Marin, Caracas.

Open wire carrier equipment sought by agency in Ethiopia

Tender No. 12/70 for the supply of open wire carrier equipment has been issued by the Imperial Board of Telecommunications of Ethiopia. The bid deadline is Dec. 2.

Copies of the tender announcement and specifications are available from the Office of Purchasing Section, I.B.T.E., P.O. Box 1047, Addis Ababa for a non-refundable payment of U.S.$10 per set plus U.S.$10.40 airmail charges.

XUM

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists. Copies may be obtained by firms domiciled in the United States from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country.

American Firms, Subsidiaries and Affiliates—Austria, August 1970
American Firms, Subsidiaries and Affiliates—Hong Kong, August 1970

The following automated lists have been published to provide complete coverage for Belgium and Luxembourg. Automated trade lists may be ordered by the titles given below or by the five digit identification number. All are dated July, 1970.

Belgium-Luxembourg—automated lists

No. Title

01000—Farm, forestry and fishery products; mining companies
20000—Food and kindred products; tobacco and tobacco products
22000—Textile industry
23000—Apparel and accessories; miscellaneous fabricated textile products and personal leather products.
24000—Lumber and wood products; furniture and fixtures
26000—Pulp, paper, paperboard mill products; converted paper and paperboard products; building paper and board; printing and publishing industries
28100—Industrial chemicals
28200—Plastics materials and synthetics; plastic products
28300—Drugs; soap, cleaners and toilet goods
28500—Paints and allied products; gum and wood chemicals
28700—Agricultural chemicals; miscellaneous chemical products
29000—Petroleum and petroleum products
30000—Rubber and rubber products; leather and leather products
32000—Stone, clay and glass products
33000—Primary metals and metal products, ferrous and nonferrous
34100—Metal cans; cutlery, hand tools and general hardware
34300—Heating apparatus (except electric) and plumbing fixtures
34400—Fabricated structural metal products; industrial fasteners; metal stamping; miscellaneous fabricated metal products
35100—Engines, turbines
35200—Farm machinery and equipment; construction, mining and materials handling machinery and equipment
35400—Machine tools; special dies, tools, jigs, fixtures and industrial molds; machine tool accessories; other metalworking machinery
35500—Food products machinery; miscellaneous special industrial machinery, nonelectrical
35520—Textile industry machinery; woodworking, paper and printing industries machinery
35600—General industrial machinery and equipment, nonelectrical
35700—Office, computing and accounting machines; service industry machinery and miscellaneous nonelectrical machinery
36100—Electrical test and distributing equipment; electrical industrial apparatus (includes: motors, generators, industrial controls, welding equipment, carbon and graphite products, capacitors, rectifying apparatus, etc.)
36300—Household appliances; electronic equipment for home entertainment; phonograph records and tapes
36600—Commercial, industrial and military communication equipment
36700—Electronic components and accessories
36400—Electric lighting and wiring equipment; miscellaneous electrical equipment and supplies
37000—Transportation equipment, parts and accessories (includes auto repair shops)
38100—Professional and scientific instruments and controlling devices
38600—Photographic equipment and supplies; watches and clocks; jewelry, silverware, and plated ware
39000—Musical instruments; toys, amusements, sporting & athletic goods; office and artists' materials; costume jewelry; novelties & notions; miscellaneous manufactured products

Greece announces new deadline for cooling tower tender

The Public Power Corp. of Greece has announced a new bid deadline for Tender No. DMKT-37 covering the installation of a cooling tower at Ptolemais (See *Commerce Business Daily*, July 8, or INTERNATIONAL COMMERCE, July 27.) The change extends the date from Sept. 10 to Oct. 10.

The announcement also modifies the terms, advising bidders to consider that the Public Power Corp. wishes the project complete in 21 months from the date of signing the contract, or in 19 months after the Corporation delivers the area at reference level *634 M. free for the tower's construction.

Tehran Water Board seeks bids on construction of supply wells

The Tehran Regional Water Board seeks bids for construction of production and domestic water supply wells in the Ghazvin area. The work is being financed by the World Bank. Tender No. 114; bid deadline Oct. 10.

Offers are to be submitted on special tender documents (forms for tender, information and definition of the bids, technical specifications) available for 4,000 Rials per set (U.S.$1.00=75.75 Rls.) at the offices of the Tehran Regional Water Board, Ariamehr Ave., Tehran, Iran.

Pig iron, reinforced concrete pipe sought for Tunis and suburbs

SONEDE (Societe Nationale d'Exploitation et de Distribution des Eaux), 28 Rue du Docteur Braquehaye, Tunis, plans to purchase pig iron and reinforced concrete water pipe for installation in Tunis and the suburbs, as well as in the cities of Kalaa Kebira, M'Saken and Sousse. SONEDE has World Bank and Swedish loans for partial financing of this project. The bid deadline is Oct. 20.

The length of desired pipe (of various diameters—80 mm.-300 mm.) are: 1) Lot No. 1, city of Tunis and suburbs, 44,830 meters of pig iron pipe and 104,440 meters of reinforced concrete pipe. Installation is to be completed within 690 days; 2) Lot No. 2, cities of Kalaa Kebira, M'Saken and Sousse, 144,260 of reinforced concrete pipe. Installation is to be completed within 870 days.

Complete specifications are maintained at SONEDE headquarters and may be viewed there. Firms wishing to bid should apply for the complete files by writing directly to SONEDE and paying a fee of 50 Tunisian Dinars (U.S.$95). This fee may be paid in any of these ways: a) cash at SONEDE, b) check drawn on a bank in Tunis, c) transfer of amount due to the account No. 158,640, opened with STB (Societe Tunisienne de Banque), or d) mailing to the Postal checking account No. 330,000, Tunis.

Telecommunications Board seeks phone equipment for Ethiopia

The Imperial Board of Telecommunications of Ethiopia is interested in the supply of 1,500 pieces of magneto telephone equipment. Bid deadline Nov. 24; Tender No. 10/70.

Copies of the tender announcement and specifications are available from the Office of Purchasing Section I.B.T.E., P.O. Box 1047, Addis Ababa or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Companies sought to prequalify for Malaysian land project

The Federal Land Development Authority of Kuala Lumpur proposes to invite firms from World Bank member countries to prequalify for tendering the design, supply, construction, completion and commissioning of palm oil mills in the Jengka Land Development Project, State of Pahang, West Malaysia.

Interested firms must register with the Federal Land Development Authority before Oct. 6. Application forms and a brief description are available from The Chairman, Federal Land Development Authority, Jalan Maktab, Kuala Lumpur.

A copy of the project description and a sample prequalification questionnaire may be viewed in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

Leads for Importers

Commodities are offered direct unless specified

232 Men's, youths', boys' furnishings, work clothing

23200—TOGO—Men's and boys' shirts and slacksuits made from Togolese fancy print cloth; monthly supply may range from 300 to 500 pieces. Pictures sent on request. Request replies in French. La Maison de l'Artisanat Togolais "Boutique Togo A go-go" (exporter), B.P.383, Lome. WTD in preparation.

233 Women's, misses', juniors' outerwear

23300—TOGO—Women's and misses' embroidered robes, slacksuits made from Togolese fancy print cloth and handwoven cloth, African fashion; monthly supply may vary from 200 to 500 pieces. Pictures sent on request. Requests replies in French. La Maison de l'Artisanat Togolais "Boutique Togo A go-go" (exporter), B.P.383, Lome. WTD in preparation.

391 Jewelry, silverware, plated ware

39142 — KOREA — Flatware; stainless steel. Seshin Commercial Co., Ltd. (exporter), 236-1, Myungjang-dong, Tongnae-ku, Pusan. WTD in preparation.

739 Business services

73990 — MALAYSIA — Translation services from English to Malay, vice versa. Shaarani bin Haji Mohamed, Shaazi Translation Bureau, 80 Jal an Roberts. P.O. Box 541, Brunei Town, State of Brunei. WTD 8/70.

Broad band microwave system desired by Ethiopian agency

The Imperial Board of Telecommunications, Ethiopia, has issued Tender No. 15/70 for the supply and installation of a broad band microwave system. The bid deadline is Dec. 29.

Bids should offer a broad band microwave radio relay system from Addis Ababa (about 1,000 kms), and should be accompanied by a 2% bid bond. Bidders are to supply installation, supervisory engineering and personnel training.

Copies of tender announcements and specifications are available only from the Office of Purchasing Section I.B.T.E., P.O. Box 1047, Addis Ababa on payment of U.S. $40.00 plus U.S. $16 airmail charges. Estimated cost of the project is U.S. $3 million.

New Zealand issues tender for supply of teleprinters

A tender has been issued for the supply of teleprinters by the Stores Division, Post Office Headquarters. Bid deadline is Oct. 19; Tender No. P.O.H. Q.171/712.

Bids should offer telex teleprinters, 468 with and 432 without built-in reperforator/tape punch and tape reader/transmitter and 690 telex subscriber control units.

Copies of the tender announcement and specifications are available from the New Zealand Embassy, 19 Observatory Circle NW., Washington, D.C. 20008 or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-4823).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N.MEX., 87101, U.S. Courthouse. Area Code 505,843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St., NW. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.

CHARLESTON, W.VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 778-2220.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.

DENVER, COLO., 80202, Room 161 New Customhouse, 19th and Stout Sts. Area Code 303, 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.

KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. Area Code 816, 374-3141.

LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.

MEMPHIS, TENN., 38103, 710 First American Bank Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.

SALT LAKE CITY, UTAH, 84111, 1201 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

XUM

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Exhibitor's Export Market Guides *(for U.S. Trade Center shows and special exhibits):*

Stockholm—Metal Parts Production Equipment, U.S. Trade Center, Jan. 25-30, 1971. IMIS 70-33. 9pp.

Frankfurt—Computer Display Equipment, U.S. Trade Center, Feb. 15-19, 1971. IMIS 70-34. 4pp.

Paris—Materials for the Electronics Industry, U.S. Trade Center, Jan. 8-22, 1971. IMIS 70-35. 4pp.

London—Mini-Computing Equipment, U.S. Trade Center, Jan. 25-29, 1971. IMIS 70-36. 4pp.

Country Market Digests *(list the best-selling U.S. products in a particular foreign country):*

Best U.S. Sales Prospects in Australia, IMIS 70-107, 13pp.

Best U.S. Sales Prospects in Japan, IMIS 70-108, 10pp.

World Markets for U.S. Exports *(outline the market for a specific U.S. export product in an individual foreign country):*

Electronic Data Processing Equipment —Brazil. IMIS 70-216. 15pp.

Electronic Data Processing Equipment —Israel. IMIS 70-225, 12pp.

Electronic Data Processing Equipment —Yugoslavia. IMIS 70-226. 10pp.

Electronic Data Processing Equipment —Canada. IMIS 70-228. 16pp.

Food Processing & Packaging Machinery—Japan. IMIS 70-229. 13pp.

IMIS reports are available for 10¢ apiece from Commerce Field Offices or from the Sales and Distribution Branch, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230.

***Directory of New York Importers.* Commerce & Industry Assn. of New York. 250pp. $15.**

The 1970 edition of this guidebook, which was last revised in 1965, provides detailed information on New York metropolitan area importers of foreign goods. It contains alphabetical and classified listings of importers along with an index of brand names, and is intended for use by business firms throughout the U.S. as well as in major trade centers abroad.

The alphabetical section has been increased to include over 1,800 import companies in metropolitan New York and lists firm name, address, telephone number, cable address, year established, banking reference, the principal products imported from foreign sources, country-of-origin of imported products, and an indication of the capacity in which the firm imports foreign goods.

Write: Commerce and Industry Association Institute, 99 Church St., New York, N.Y. 10007.

***OECD Economic Surveys of Austria (68pp.), Italy (68pp.), Japan (87pp), and Portugal (59pp.).* Organization for Economic Cooperation and Development, Paris. 80¢ each.**

For each nation, the report outlines recent trends in the economy, describes official development policy and measures taken to implement it, evaluates the short-term prospects, and offers conclusions about the present state of the economy.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., Washington, D.C. 20006.

***Mexico-Economic and Financial Prospects.* International Reports, Inc. 40 pp. $65.**

This analysis projects Mexico's international liquidity exposure and evaluates the consequences of an international liquidity squeeze for Mexico. It also covers trends in economic growth, foreign trade, foreign investment and financing, and includes a 15-page statistical supplement.

Write: International Reports, Inc., 200 Park Ave. S., New York, N.Y. 10003.

***Measuring Profitability of Foreign Operations.* By James R. Basche, Jr. National Industrial Conference Board, New York, 49pp.**

The survey includes the experiences of 115 companies—representing the manufacturing, service and extractive industries. In planning new or expanded investments overseas many firms consider economic, political and social factors other than profitability, but the ultimate goal is still profitability. The extent to which other factors are considered is determined largely by the willingness of management to postpone short-term profits for greater long-run gains.

Write: National Industrial Conference Board, 845 Third Ave., New York, N.Y. 10022 (Refer to Managing International Business, No. 7).

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1970. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Pakistan. OBR 70-33. 20pp. Gives general information on the geography, population and government; the structure of the economy and industrial sectors; the labor force, finance, foreign trade and development plans. The outlook for the economy is assessed.

Selling in Denmark. OBR 70-35. 13pp. Outlines the mileposts on the road to selling: commercial practices, marketing aids and government procurement procedures. Provides notes for business travelers.

Useful Market Surveys and Industry Reports Issued by the UN's Economic Commission for Africa: Supp. No. 2. 6pp. Summarizes 27 reports issued by the United Nations' agency charged with studying the economic scene in Africa.

Basic Data on the British Leeward Islands. OBR 70-37. 8pp. Contains the same types of information as OBR 70-33.

Establishing a Business in Saudi Arabia. OBR 70-38. 13pp. Describes the investment climate, legislation and procedures governing investment, forms of business organization, industrial property protection, the employment situation, taxation, availability of capital, basic economic facilities and investment data services.

Foreign Trade Regulations of Surinam. OBR 70-39. 4pp. Summarizes Surinam's trade policy, import tariff system, special customs provisions, shipping documents, marking and labeling requirements, non-tariff import controls, export controls, and U.S. controls affecting trade with Surinam.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Pakistan Directory of Trade Chambers and Associations. Vol. I.*, Published by Trade Promotion Directories, Karachi, 1970. 196pp. $4.20.**

This compendium presents the organizational structure, a listing of office holders and members, and a brief history of 16 Chambers of Commerce and Industry located in Pakistan's major cities. Addresses and telephone numbers of members are provided.

Write: Trade Promotion Directories, Haji Sir Abdullah Haroon Building, Altaf Hussain Road, Karachi-2, Pakistan.

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Calendar *for international traders*

BEAVER FALLS, PA.—Sept. 24—Export luncheon forum, Holiday Inn, 12 noon. Sponsor: Beaver Falls Chamber of Commerce and Commerce's Pittsburgh Field Office.

BOSTON—Sept. 20—Export marketing and promotion workshop, Room 510, JFK Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

BOSTON—Oct. 6—Export licensing and controls workshop, Room 510, JFK Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

BUFFALO—Sept. 24—Buffalo World Trade Association dinner meeting. Como Restaurant, Niagara Falls, 6 p.m.

DARIEN, CONN.—Sept. 30—Export seminar, Introduction to World Trade, State National Bank of Connecticut, 7-9 p.m. Sponsors: State National Bank, REEC, Commerce Field Office.

DARIEN, CONN. — Oct. 7 — Export seminar, Financing Export Shipments, State National Bank of Connecticut, 7-9 p.m. Sponsors: State National Bank, REEC, Commerce Field Office.

DETROIT — Sept. 24 — Michigan REEC meeting, Pick-Fort Shelby Hotel. **Speaker: Harold B. Scott, Director, Bureau of International Commerce**. Topic: U.S. Business Relationships with Eastern Europe.

DETROIT—Sept. 29—Export Workshop, Commerce Field Office, 533 Federal Bldg., 10 a.m.

GREENVILLE, MISS. — Oct. 14 — Delta Export Conference, Greenville Country Club. Sponsors: REEC, Greenville Chamber of Commerce, Memphis and New Orleans Field Offices.

JACKSONVILLE—Oct. 5 — Seventh export trade seminar, Jacksonville Area Chamber of Commerce Board Room. First session topics: Guidelines for the Successful Exporter, and A Look at Nearby Markets. Sponsors: REEC, Jacksonville Area Chamber, Commerce Field Office.

KALAMAZOO — Oct. 27 — Western Michigan World Trade Club dinner, Tur Mai Kai, 6 p.m.

LEXINGTON, KY.—Oct. 7—Workshop on international trade, Phoenix Hotel, 2 p.m. Speakers: Thomas E. Ferguson and Felix Turel, Director and International Trade Specialist, respectively, Cincinnati Field Office. Sponsors: Kentucky Dept. of Commerce, Small Business Admin., Field Office.

LITTLE ROCK—Oct. 15—Arkansas Exporters' Roundtable meeting, Chamber of Commerce headquarters.

MEMPHIS—Oct. 13—Export forum on West Berlin, Albert Pick Motor Inn. Sponsors: Mid-South Exporters' Roundtable, Commerce Field Office.

MEMPHIS—Oct. 20—World Trade Club meeting, Sheraton-Peabody Hotel. Program on Port of New Orleans.

MILWAUKEE—Oct. 1—Milwaukee World Trade Club monthly meeting. Speaker: Darwin Smith, president, Kimberly-Clark Corp. Holiday Inn Central.

NASHVILLE—Sept. 23-24—Seminar on the anatomy of an exporter, Statler-Hilton Airport Inn. Sponsors: Middle Tennessee Exporters' Roundtable, Chamber of Commerce, REEC, Memphis Field Office.

NEW YORK—Sept. 29—American Importers Ass'n, eight-session course, second session: Contracts, Import Financing, Factoring, Overseas Press Club, 3-5 p.m.

NEW YORK—Oct. 7—American Importers Ass'n, eight-session course, third session: Transportation and Insurance, Overseas Press Club, 3-5 p.m.

NEW YORK—Oct. 8—Overseas Automotive Club meeting, Summit Hotel, noon.

OCALA, FLA. — Oct. 15 — Export Trade Seminar, Golden Hills Country Club. Sponsors: Ocala Manufacturers Assn., REEC, Commerce's Jacksonville Field Office.

PHILADELPHIA—Sept. 24—Luncheon meeting of the Philadelphia Chapter of the International Advertising Assn., Barclay Hotel, noon. Speaker: Henry J. Dempsey, Director of the Philadelphia Field Office.

PHILADELPHIA—Sept. 30—In-office workshop, "Getting Paid." Commerce Field Office, 10 a.m.

PHOENIX—Sept. 22 & 24—In-office workshop, Field Office, 10 a.m.-noon. Sponsors. REEC, Field Office.

PITTSBURGH—Oct. 2—Luncheon, William Penn Hotel. Pittsburgh, 12:15 p.m. Speaker: Henry Kearns, Chairman, Export Import Bank.

ST. LOUIS — Sept. 24 — St. Louis World Trade Conference, Gateway Hotel, 9 a.m. to 4 p.m. Keynote speaker: Robert McLellan, Acting Assistant Secretary of Commerce. Sponsors: World Trade Club, REEC, Commerce Field Office.

ST. LOUIS—Sept. 25—Export luncheon workshop, Stadium Club. Sponsors: Pacific Intermountain Express, REEC, Commerce Field Office.

ST. LOUIS—Oct. 6—"Show You" export workshop, Commerce Office, Federal Bldg., 2 p.m. Sponsors: REEC, Commerce Field Office.

SALT LAKE CITY—Sept. 30—Conference on export marketing, Salt Lake Field Office, 1201 Federal Bldg., 3 p.m.

SALT LAKE CITY—Oct. 8—How To Get Started in Exporting Seminar, World Trade Assn. of Utah and Idaho headquarters. Sponsors: World Trade Assn., Salt Lake Chamber of Commerce, Commerce Field Office.

TAMPA—Oct. 14—Export trade seminar, Tampa Chamber of Commerce Board Room. Sponsors: Tampa World Trade Council, Tampa Chamber, REEC, Commerce's Jacksonville Field Office.

TOPEKA—Sept. 24—Meeting for exporters, 2900 S. Topeka Blvd., 7 p.m. Sponsors: Kansas Motor Carriers Assn., Commerce's Kansas City Field Office.

WASHINGTON, D.C. — Oct. 2-3 — 24th annual conference of the Middle East Institute, Georgetown University.

WASHINGON, PA.—Sept. 28—Export luncheon forum, Ramada Inn, 12 noon. Sponsor: Washington Chamber of Commerce and Commerce's Pittsburgh Field Office.

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